

means
ball and
roller
bearings

CONTINENTAL SELLING PRICES: AUSTRIA Sch.10; BELGIUM Fr.14; DENMARK Kr.2.25; FRANCE Fr.1.50; GERMANY DM1.30; ITALY L.170; NETHERLANDS Fl.1.00; NORWAY Kr.2.50; PORTUGAL Esc.10; SPAIN Pta.20; SWEDEN Kr.2.00; SWITZERLAND Fr.1.20; IRE 7p.

FINANCIAL TIMES

No. 26,226

Friday November 30 1973

** 6p



NEWS SUMMARY

Egypt suspends peace talks after shooting

YESTERDAY night announced suspension of the Checkpoint 101 talks on implementing the Middle East ceasefire and disengaging forces, and said it would ask the U.S. and the Soviet on to intervene.

Cairo spokesman accused Israel of backtracking on previous proposals and gave a warning that failure to implement the disengagement would endanger the whole ceasefire.

The warning came after a minute's outbreak of firing which coincided with the signing of this morning's Checkpoint 101 talks and amid fears that the Israelis were establishing a new strongpoint near the checkpoint.

Our Cairo Correspondent says that the gravity of the situation can be measured by statement made yesterday by President Sadat to the Egyptian Press: "How can we sit at the peace conference if the shooting continues?"

What would be the purpose of talking to people who do not respect the resolutions they have signed?"

True broken, Page 8

BUSINESS

00 die in Japanese shop fire

At least 100 Christmas shoppers and about 77 were injured in a fire swept through a department store in Southern Japan.

Dozens more escaped by climbing to the roof of the eight-story building where they were picked up by helicopters.

Authorities blamed inflammable decorations for the spread of the fire.

Xon aware tape gap

President Nixon knew as long as weeks ago of the still unanswered 16-minute blank in one of the Watergate tapes, his chief legal lawyer, Mr. Fred Buzhardt, said. Mr. Buzhardt's statement confirmed that Mr. Nixon was aware of the gap when he Republican State Governors there would be "no more bugs" to worry them over.

Wall Street closed 4.67 down at 835.11.

Prices of silver, copper, zinc, tin and rubber all closed at new highs in London. The FT Commodity Index topped the 200 mark for the first time to close at 200.08 against Wednesday's 198.78. A year ago the index stood at 101.64. Page 23

STERLING improved slightly, closing at a weighted depreciation of 1.30 per cent. (18.37) and \$2.3400 (\$2.3080). The dollar, possibly reacting to reports that there may be intervention to stop its rising further, closed at DM2.6190 against DM2.6280 on Wednesday.

WALL STREET closed 4.67 down at 835.11.

PRICES of silver, copper, zinc, tin and rubber all closed at new highs in London. The FT Commodity Index topped the 200 mark for the first time to close at 200.08 against Wednesday's 198.78. A year ago the index stood at 101.64. Page 23

SWAN HUNTER group said that its arrangement with Israel's Maritime Fruit Carriers to build 24 tankers worth £120m. was "proceeding successfully and as planned." Page 23

THE SHARE RISE in interest rates earlier this month has had a serious effect on funds flowing into building societies. Back Page 23

LARGE BROWN eggs next week will cost 50p a dozen, a rise of 2p. The trade continues to be affected by the cold weather and strong demand. Page 23

BRITISH PETROLEUM net trading income in the third quarter recovered from last year's £14.3m. to £22.7m., boosting the nine months' total to £187.2m. (£25.4m.). The increase is put down to better overseas selling prices and currency changes. Page 23 and Lex

J. LYONS hotel operations were less profitable in the first 24 weeks of 1973 but property trading and improvements in the U.K. food product group nevertheless lifted pre-tax profit from £4.75m. to £5.95m. Page 23 and Lex

EMPLOYEE PRICE CHANGES in pence unless otherwise indicated)

RISES

F. S. Geduld 134 + 5

Fisheries 98 + 6

Factors' Services 132 + 6

Stores 163 + 7

Ed's (Builders) 128 + 10

Investors 117 + 5

Ed's 134 + 6

Ed's (L) 100 + 6

Ed's (T) 68 + 4

Ed's Lamp 680 + 30

Ed's (C) 127 + 8

Ed's (Distillers) 223 + 15

Ed's 160 + 14

Ed's (T) 114 + 14

Amer. Corp. 505 + 13

Wolseley Hughes 189 + 6

(FT stock indices and FT Actuaries summary Page 39.)

Arabs reaffirm oil cutbacks should not harm U.K.

BY ADRIAN HAMILTON

The two emissaries from the Arab oil-producing nations yesterday re-emphasised to British Ministers that the U.K. should not be affected by the Arab cutbacks in output.

Speaking at a press conference to the September 1973 levels, he revealed, was a "little less" than after seeing Mr. Edward Heath, argued, was contingent on a full 6.2m. barrels per day.

At this stage, it is still difficult to determine just how real these potential changes in producer policy are.

Throughout the press conference, both Ministers re-emphasised that the full extent of the current cutbacks would remain until Israeli withdrawal was achieved, and any individual exemptions would have to be made up by greater suffering on the part of the non-exempted nations.

These points would seem to be contradicted by the suggestion of a restoration in Saudi Arabian production if Japan and Europe are classified as favoured areas.

While Sheikh Yamani repeated that the Arabs were prepared for a phased restoration of production in line with Israeli withdrawal, he suggested that this was dependent on a "timetable of withdrawal" being agreed.

But he left open the issue of what would happen to the cutbacks and the progressive 5 per cent additional cuts should the negotiations drag on for a long time.

Such an exemption could come, he suggested, either on grounds of a change in policy towards Israel or as a result of increased support to the Arabs "in an effective manner."

Saudi Arabia sells little oil outside Europe, Japan or the U.S., so that if the two former refugees could be treated as exempted, it would have to think again about its oil weapon.

Continued on back page

More oil news Pages 8 and 9

Arab policy

The second possible change in the Arab policy towards cutbacks was mentioned by Sheikh Yamani when he said that, should Europe and Japan "qualify" for full exemption from the effects of the production restrictions because of new actions on the Israeli question, then Saudi Arabia would "take another look" at its position on the cutbacks.

One of these was Mr. Abdeslam's suggestion that the question of Israeli withdrawal and the issue of the future of the Palestinian U.S., so that if the two former refugees could be treated as exempted, it would distinctly as far as the use of the oil weapon was concerned.

A restoration of oil production, he

present Saudi production, he

Continued on back page

More oil news Pages 8 and 9

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More oil news Pages 8 and 9

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Letters to the Editor

BRACKEN HOUSE, CANNON STREET, LONDON, EC4P 4BY

Committee on Company House · Scottish sites · Miners

Sir.—Over the past weeks we have studied the various assurances in the memo-
randum that the main users have been consulted, in common with most of the other agents and users of Companies House. We were called to a meeting and told what the Government's intentions were. We have certainly never been consulted.

Therefore we would like to ask you to bring your influence to bear in the setting up of a representative committee, drawn from all the interested parties to look into the proposed changes and report very speedily on the practicalities of the Government's proposals, and on other, possibly more acceptable alter-

native, of the articles in the Financial Times and the Sunday Times, we consider that the time has now come for us to sum up the points at issue and put forward constructive suggestions in an attempt to mend the breach which has grown between the users of Companies House and the Department of Trade and Industry. We would also like to take the opportunity of stating our own views.

The removal from central London of the day-to-day operation of Companies House, leaving a properly functioning telephone system we consider makes sound common sense, particularly as running costs and staffing are concerned. The plan, however, to occupy a redundant new building at Cardiff does seem to indicate that the choice of site was dictated by political motives rather than operational expediency. Comments regarding the unemployment situation in Cardiff appear to bear this out (Sunday Times, November 18, 1973).

From our own standpoint, the location of Companies House is secondary; the prime consideration must be the efficiency of its operations. At present, due mainly to insufficient staff and inadequate accommodation, there is certainly room for considerable improvement. To attempt to remedy the problems by hiring them in the country where they are likely to be less apparent is no solution.

Microfilm

The use of microfiche and microfilm is another extremely logical step. We have recently seen an example of its use in a similar application on the Continent and believe that, with the right equipment, it could provide the answer to most of the present storage problems.

The microfilm system proposed for Companies House seems to be rather vague at the moment. There has been a demonstration of some of the viewing machines that may be installed. We have made strong representations regarding the quality of the fiche but so far nothing further has been heard. Consequently, we do not yet have any confidence in the statements concerning its proposed use.

As a result of the publicity you have given this issue, the Department of Trade and Industry has now issued a memorandum explaining the problems and detailing some of the services that it intends to offer in

the money for the services I have mentioned above.

The merits of Hunterston as an industrial site have received much attention ever since a nuclear electricity generating station was built there some 20 years ago. Suggestions have been put forward at various times by our so-called planning experts for oil refineries, oil terminals, iron smelting, furnaces, mini steel works, deep-water sea port, and a general industrial complex.

With the energy crunch near at hand the proper solution seems obvious. We need more power of one kind or another urgently.

Already at Hunterston stand two atomic-powered generating stations feeding vital electricity into the national grid. The lifespan of such reactors is, I understand, only about 30 years, and the first one erected about 20 years ago must soon be nearing its end.

To keep the energy flowing why not abandon the ore terminal project and build a third atomic power station and a fourth. We have the experience on the earlier power stations and the grid system the pylons and the cables are there already in place, waiting for the additional surge of power.

We must do everything to make the nation less dependent on overseas suppliers of oil who so often resort to political blackmail to attain their own ends, and this is one way we can do so.

A. R. Fotheringham,
West Kilbride, Ayrshire.

Off-shore platforms

Sir.—Before the autumn of this year the U.K. will suffer the full force of world-wide economic depression, akin to the 1930 economic depression, or worse. Energy sources, inflation, and trade restriction, are the three factors to consider now.

Around the Scottish coasts in the sea to the Orkneys and Outer Hebrides there are commercial quantities of oil and gas which are likely to be explored before the close of 1974, and considerable numbers of off-shore platforms will have to be constructed in 1974 to allow off-shore oil exploration to go ahead.

The construction of a fabrication yard, to produce off-shore platforms, near Drumbrum on the shores of Loch Carron in Western Ross is both realistic and urgent. Moreover, the people who are pushing this project, namely the Clyde Port Authority, seek to bolster up their falling revenue from their National Trust for Scotland, 3 per cent. Loan Stock (stocks around £17.50 per £100 stock) of the impact on the ecology, environment, and way of life in the area, and the Government, who will and around Nigg, by Moray Firth, where a similar fabrica-

tion yard has been constructed to it. It can attempt compulsion or it can do without coal.

These same environmentalists should also bear in mind, that posturing is futile. A simple choice has to be made quickly to save a lot of misery this winter. In the end the planner comes up against the need to direct supply off-shore platforms for people to fit into his plan. This would be the death of freedom.

These immense constructions—floating deep-sea platforms—are much cheaper when made of concrete than Redpath Dorman

188, White Bond Road, Crowsliff, Plymouth.

Miners—three choices

Sir.—The present dispute with the miners highlights the fundamental dilemma of the planned

miners' strike. Past attempts by the Labour Party to fasten their socialist state upon the U.K. founded when faced with the same problem. That a Conservative administration should get itself into the same situation in which the success of its policy depends upon finding a solution to a problem to which no acceptable solution exists is a measure of its folly.

What the Government and those of like mind want to say to the miners is something like the following: "Look here! The country is in a mess. Our oil supplies have been cut and we need coal. You chaps are miners and it is up to you to get the coal and you will do it for as much as our policy allows us to pay."

Such an appeal, even couched in such terms, might well be heeded if it came from a Government held in high esteem by the nation at large. This Government has affronted the national pride of many besides the miners, and is in no position to speak convincingly of loyalty. It is known that miners are the standard of living of every citizen. It is seen to be dealing unequally, for example, as between property speculators and the man on the shop floor. It has consequently little claim to co-operation on any grounds whatever, and this is the saddest aspect of the whole affair.

It is alleged that miners are leaving for better paid and more congenial employment in alarming numbers. Whether this is true or false can be ascertained if it is true then, leaving aside the overtime ban altogether, the Government has three alternatives.

It can arrange to pay such wages as will keep miners in mining and attract others back

to it. It can attempt compulsion or it can do without coal.

All the huffing and puffing and posturing is futile. A simple choice has to be made quickly to save a lot of misery this winter. In the end the planner comes up against the need to direct supply off-shore platforms for people to fit into his plan. This would be the death of freedom.

These immense constructions—floating deep-sea platforms—are much cheaper when made of concrete than Redpath Dorman

188, White Bond Road, Crowsliff, Plymouth.

embodied in the Industrial Relations Act?

For too long the public have been misled regarding the truth of miners pay, the value of subsidised housing, free coal, etc. What are the figures if they work in the economic environment of an industry. And, as with most complex problems, including the macro-economic one of international adjustment, there do not appear to be any simple

butane and propane period of the oil crisis the of any other oil product.

Our own figures (November do not add up—0.95+0.01 not 1.08. But the true should read 1.30+0.01. In other words 1,388,000 LPG were used in Great in 1972.

It is great pity the article could not go on to

despite its insinuating quality in national butane and propane are the poultry industry, 85 p

of birds are reared propane.

British Rail—propane to keep plants free from British Steel—propane in heat treatment.

The Glass Industry—

furnaces run out of

they would collapse, when

mean the possible collapse

of glass manufacturing in

areas, putting hundreds

of jobs at risk.

L. G. B. Clark,

The Anchorage, Iken,

Woodbridge Suffolk.

Expensive exports

Sir.—Mr. A. G. Horsnall in his letter (November 22) in referring to the seriously low cost of British products to that country raises an issue of the greatest significance.

Owing to the fall in the pound our products are highly attractive to foreign buyers. On the other hand a very large part of all our exports are composed of imported raw materials.

Owing to the fall in the pound those imports are costing more and more. The result is that we are buying dearly and selling cheaply. Thus the export boom could prove disastrous.

I recall that coming out of Germany in 1972 at the time of the collapse in the Mark many foreign buyers had their purchases confiscated. The reason was that their purchases contained a large import element which the Germans could not replace except at great expense.

The nearest Dr. Tumir gets to discussing the subject so close to Mr. Tumir's heart is a passing footnote reference to the GATT's Article 12 which is "a general safeguard clause authorising the imposition of restrictions on all or more imports in times of balance-of-payments difficulties."

Rather, the paper is devoted exclusively to the operation of the GATT's Article 19, which is a specific safeguard clause that provides for temporary protection in cases where imports of a particular product exceed the adjustment capacity of the

Overseas Trade Board

Sir.—In his article of 27 about the British Overseas Trade Board, Mr. Horsnall seems to have misunderstood the respective functions of the and the former British Export Council and thus the sequences of the changes made two years ago.

The BNEC was an a body, though it did indeed a paid staff of about 150

executive work which Mr. describes (such as work and overseas promotions) was the responsibility o

"paid by the DTI." The staff was additional to this.

The BOTB is itself an

active body. It did not if the staff by recruiting add

civil servants; it simply as the direction of staff who already employed on the of work claimed. In fact

reduction of staff, sine

residual duties of the 150

employed by the BNEC as

undertaken by about 30

servants employed in the

tariff and the Publicity U

the Board.

J. S. Roche,

Chief Executive,

British Overseas Trade Bo

1, Victoria Street, S.W.1.

TV Radio

* Indicates programme in black and white.

BBC 1

9.30 a.m. For Schools, Colleges. 12.55 News. 1.00 "Pride Hill at One." 1.45 "The Sunday Times." 2.22 For Schools, Colleges. 2.45 Made in Britain: Facing the Music. Joseph Cooper. 3.00 That Stuart Hall Show. 3.30 To-morrow's World. 3.55 A Funny Thing... Renee Houston with more memories from her life in show business. 4.00 Play School. 4.25

The Clangers. 4.35 Jackanory. 4.45 Deputy Dawg. 5.00 Blue Peter. Special Assignment. 5.40 The Wombles. 5.45 News. 6.00 Nationwide. 7.00 The Friday Drums Across The River, starring Audie Murphy. 8.15 The Black and White Minstrel Show. 9.00 Nine O'clock News. 9.25 Lord Peter Wimsey. 10.15 The Dimbleby Talk-in. 11.00 Late Night News. 11.05 A Man Called Ironside.

All Regions as BBC 1 except at the following times:— Wales—1.45-2.00. Ar Lin Mam. 6.00-7.00 Wales To-day. 7.00-7.15 Reddix. 7.15-7.45 Dad's Army. 7.45-8.15 Cywain. 9.15-11.57 pm. News of Wales.

Scotland—6.00-7.00 p.m. Reporting Scotland. 11.37 Scottish News Headlines. Northern Ireland—6.00-6.45 p.m. Scotland Today. 6.45-7.00 Argyll. 7.00-7.15 Northern Ireland News Headlines. England—16.00-7.00 p.m. Look North (from Leeds, Manchester, Newcastle); Midland; Today (from Birmingham); Look East (from Norwich); Points West (from Bristol); South; Today (from Southampton); Spotlight (South-West (from Plymouth)); 11.57 Regional News Headlines.

ATV 2

11.00 a.m. Play School. 7.05 a.m. Animal Design. 7.30 News Summary. 7.35 Family Fare. 7.45 Heritage, part 3: Trafalgar. 8.15 The Money Programme: a look at Britain's good causes. 9.00 Camera and the Song. 9.25 Leonardo, film starring Philippe Leroy as Leonardo da Vinci. 10.20 The Fire and the Rose. 11.10 News Extra. 11.40 Edition.

SCOTTLAND

1.30 p.m. About Women. 3.00 "Green Fingers" starring Robert Dyer. 4.00 "Davy" starring Robert Dyer. 5.25 Crossroads. 5.30 Scotland Today. 6.30 TV Movie: "Stargazing." 7.00 "The Holiday." 8.00 "The Prisoner." 8.30 "The Persuaders." 9.00 "The Professionals." 9.30 "The Curse of the Crimson Altar" starring Boris Karloff and Christopher Lee. 12.05 a.m. Dr. Simon Locke.

SOUTHERN

1.30 p.m. "Young Country" starring Walter Brennan. 2.00 "The Man in the White Suit" starring Fred Astaire. 2.30 "The Curse of the Crimson Altar" starring Boris Karloff and Christopher Lee. 3.00 "The Curse of the Crimson Altar" starring Boris Karloff and Christopher Lee. 3.30 "The Curse of the Crimson Altar" starring Boris Karloff and Christopher Lee. 4.00 "The Curse of the Crimson Altar" starring Boris Karloff and Christopher Lee.

TYNE TEES

1.30 p.m. Max. Friday. 3.30-3.50 "Dolphins." 4.00 "The Curse of the Crimson Altar" starring Boris Karloff and Christopher Lee. 4.30 "The Curse of the Crimson Altar" starring Boris Karloff and Christopher Lee. 5.00 "The Curse of the Crimson Altar" starring Boris Karloff and Christopher Lee. 5.30 "The Curse of the Crimson Altar" starring Boris Karloff and Christopher Lee. 6.00 "The Curse of the Crimson Altar" starring Boris Karloff and Christopher Lee. 6.30 "The Curse of the Crimson Altar" starring Boris Karloff and Christopher Lee. 7.00 "The Curse of the Crimson Altar" starring Boris Karloff and Christopher Lee. 7.30 "The Curse of the Crimson Altar" starring Boris Karloff and Christopher Lee. 8.00 "The Curse of the Crimson Altar" starring Boris Karloff and Christopher Lee. 8.30 "The Curse of the Crimson Altar" starring Boris Karloff and Christopher Lee. 9.00 "The Curse of the Crimson Altar" starring Boris Karloff and Christopher Lee. 9.30 "The Curse of the Crimson Altar" starring Boris Karloff and Christopher Lee.

ULSTER

1.30 p.m. Gas Housewives' Birthday. 2.30 p.m. Ulster News Headlines. 2.30 p.m. "Gasbans" starring The Gas Board. 3.00 "Gasbans" starring The Gas Board. 4.00 "Gasbans" starring The Gas Board. 5.00 "Gasbans" starring The Gas Board. 6.00 "Gasbans" starring The Gas Board. 7.00 "Gasbans" starring The Gas Board. 8.00 "Gasbans" starring The Gas Board. 9.00 "Gasbans" starring The Gas Board.

GRANADA

1.30 p.m. "The Galloping Gourmet." 2.00 "The Sunday Times." 2.30 "The Sunday Times." 3.00 "The Sunday Times." 3.30 "The Sunday Times." 4.00 "The Sunday Times." 4.30 "The Sunday Times." 5.00 "The Sunday Times." 5.30 "The Sunday Times." 6.00 "The Sunday Times." 6.30 "The Sunday Times." 7.00 "The Sunday Times." 7.30 "The Sunday Times." 8.00 "The Sunday Times." 8.30 "The Sunday Times." 9.00 "The Sunday Times." 9.30 "The Sunday Times." 10.00 "The Sunday Times." 10.30 "The Sunday Times." 11.00 "The Sunday Times." 11.30 "The Sunday Times." 12.00 "The Sunday Times." 12.30 "The Sunday Times." 1.00 "The Sunday Times." 1.30 "The Sunday Times." 1.30 "The Sunday Times." 2.00 "The Sunday Times." 2.30 "The Sunday Times." 3.00 "The Sunday Times." 3.30 "The Sunday Times." 4.00 "The Sunday Times." 4.30 "The Sunday Times." 5.00 "The Sunday Times." 5.30 "The Sunday Times." 6.00 "The Sunday Times." 6.30 "The Sunday Times." 7.00 "The Sunday Times." 7.30 "The Sunday Times." 8.00 "The Sunday Times." 8.30 "The Sunday Times." 9.00 "The Sunday Times." 9.30 "The Sunday Times." 10.00 "The Sunday Times." 10.30 "The Sunday Times." 11.00 "The Sunday Times." 11.30 "The Sunday Times." 12.00 "The Sunday Times." 12.30 "The Sunday Times." 1.00 "The Sunday Times." 1.30 "The Sunday Times." 1.30 "The Sunday Times." 2.00 "The Sunday Times." 2.30 "The Sunday Times." 3.00 "The Sunday Times." 3.30 "The Sunday Times." 4.00 "The Sunday Times." 4.30 "The Sunday Times." 5.00 "The Sunday Times." 5.30 "The Sunday Times." 6.00 "The Sunday Times." 6.30 "The Sunday Times." 7.00 "The Sunday Times." 7.30 "The Sunday Times." 8.00 "The Sunday Times." 8.30 "The Sunday Times." 9.00 "The Sunday Times." 9.30 "The Sunday Times." 10.00 "The Sunday Times." 10.30 "The Sunday Times." 11.00 "The Sunday Times." 11.30 "The Sunday Times." 12.00 "The Sunday Times." 12.30 "The Sunday Times." 1.00 "The Sunday Times." 1.30 "The Sunday Times." 1.30 "The Sunday Times." 2.00 "The Sunday Times." 2.30 "The Sunday Times." 3.00 "The Sunday Times." 3.30 "The Sunday Times." 4.00 "The Sunday Times." 4.30 "The Sunday Times." 5.00 "The Sunday Times." 5.30 "The Sunday Times." 6.00 "The Sunday Times." 6.30 "The Sunday Times." 7.00 "The Sunday Times." 7.30 "The Sunday Times." 8.00 "The Sunday Times." 8.30 "The Sunday Times."

WORLD TRADE NEWS

Nippon Seiko may choose Holland for new plant

BY CHARLES SMITH, FAR EAST EDITOR

NIPPON SEIKO KAISHA, the plant located within the EEC, Japanese ball bearing manufacturer which has been planning to invest in the U.K., has been offered a subsidy by the Dutch restraint.

Government which could well cause it to divert its investment to the Netherlands.

The Dutch offer is believed to be worth around £1.5m., or roughly 20 per cent of the estimated value of the Nippon Seiko project.

Normally the Netherlands subsidises incoming foreign investments in development areas up to a maximum of £1.3m. or 10 per cent of the total cost. Its offer to Nippon Seiko is roughly equivalent to the investment grant the Japanese company could expect to get if it located its plant in a U.K. development area but this could be enough to tip the balance in favour of the Netherlands.

Nippon Seiko at present exports about \$20m. worth a year of ball bearings to the EEC but hopes to increase its stake in the European market by establishing a local plant which would operate from inside the Common Market tariff barrier.

The U.K. is the company's third largest market in Europe, coming well behind West Germany and France but this is, in part, a reflection of the "voluntary restraint" observed by the Japanese ball bearing industry on exports to Britain. A

Japan's automobile exports down

TOKYO, Nov. 29.

JAPAN EXPORTED 170,784 automobiles in October, a 1.2 per cent drop over a year ago, the

Passenger cars, accounting for 11,205 of the exports, were down 7.2 per cent from a year earlier.

Trucks, comprising 53,841 of the exports were up 16.6 per cent,

while due to oil and power supply cutbacks which have forced car manufacturers to retool production and slow down the speed of work, 3.3 per cent lower than in

freighters carrying their cars September of this year, but up 13.2 per cent from October, 1972.

The October figure was up 4.6 UPI

FUEL AND POWER EMERGENCY

SAVE 13 MILLION GALLONS!

Leave the car at home this Sunday.

Motoring on an average Sunday at this time of year can consume up to 13 million gallons of fuel. This proves the point—If we each save a little we'll all save a lot.

Few of us have to drive on Sunday. So don't. And most of us, with a little planning, can reduce our Saturday motoring. So do.

Let's all make a genuine effort to save fuel on the road. Let's see how close we can get to that 13 million gallons!

If you must drive, here's how to save.

1. Keep your speed down at all times. Fast driving uses unnecessary fuel. So don't exceed 50 mph even where it's allowed. A reduction to 50 mph on motorways can lower fuel consumption by 30%.

2. Fast getaways and sudden braking use up extra fuel. Use the accelerator as gently as possible and brake smoothly. It makes better driving sense anyway.

3. Offer a lift to a friend or neighbour. Try to organise a rota or pool in your neighbourhood or where you work.

Savings at home.

Do everything you can to economise on your central heating, fires, room heaters, hot water and lighting. And remember

—just one less 100 watt light bulb burning in each house saves the output of a large power station.

Remember. See this Sunday's papers for details of how you collect your motor fuel coupons.

IF WE EACH SAVE A LITTLE, WE'LL ALL SAVE A LOT.

Issued by the Department of Trade and Industry for H.M. Government.

John Smith

AMERICAN NEWS

U.S. warned of economic downturn next year

BY PAUL LEWIS, U.S. EDITOR

The Nixon Administration believed that the U.S. would be fully successful in its world oil price. However, they made clear that the growth rate may be 2 per cent next year to 1 per cent as a result of the Arab oil embargo and that employment is likely to rise nearly 6 per cent. These are the first official figures to be released by the administration of the country's economic outlook since the Arabs in their October cut of in oil supplies and they were sent by the chairman of the President's Council of Economic Advisors, Dr. Herbert Stein. At his press conference this morning, Dr. Stein said his predictions were based on the possible assumption that the embargo lasted all next year, as is on the more optimistic

Before the boycott began, the Council of Economic Advisors had been looking for a real rise in growth rate of about 3 per cent. In the American economy next year, with unemployment rising from its present low level of 4.5 per cent, to about 5.3 per cent. However, it has now revised these forecasts and expects a further reduction of up to 2 per cent in the growth of GNP, with unemployment increasing by about 0.6 per cent to close on, though not above, 6 per cent. Dr. Stein refused to make any prediction of the effect of the energy crisis on inflation next year, saying that it was impossible to know precisely what would happen to oil prices. However, he made clear that he expects them to continue rising more rapidly and he argued that this could only have the beneficial effect of encouraging output if the increase was substantially more than the general rise in prices.

The key assumption behind the new CEA forecasts is that the Administration will succeed in its attempt to make up most of the shortfall in oil supplies by reducing private motor car driving and the demand for home heating fuel. Dr. Stein said that by concentrating the savings in these sectors it would be possible to minimise the effects of the shortage on industrial output and employment.

WASHINGTON, Nov. 29

EPA keeps to lead-free timetable

BY GUY DE JONQUERES

The Federal Government has decided to stick by its timetable of reducing the lead content in petrol, despite objections by the industry that it will aggravate oil shortages.

Under a rule, definitively opted by the Environmental Protection Agency yesterday, refiners must lower the lead level in an average of 2.3 grammes a gallon of petrol to 1.7 grammes by the start of 1975 and thereafter reduce it in stages to health.

Beyond health considerations, the EPA's decision was taken with an eye to the planned introduction of catalytic converters on 1975 model cars. Lead in car exhausts are harmful to health.

Petrol is leaded during the refining process to increase its octane rating. The oil industry protested that the changes in petrol can prevent platinum

NEW YORK, Nov. 29

required in refinery operations to meet the EPA rule will be extremely expensive and that considerably more crude will be needed to produce low-lead petrol than the kinds currently on sale.

One major manufacturer of leading compounds, Ethyl Corporation, has gone so far as to threaten legal action in an attempt to have the rule reversed, challenging the EPA's contention that lead emissions from car exhausts are harmful to health.

Beyond health considerations, the EPA's decision was taken with an eye to the planned introduction of catalytic converters on 1975 model cars. Lead in car exhausts are harmful to health.

Widespread strikes in Grenada

BY OUR OWN CORRESPONDENT

THE second time this year, life in Grenada, the British Associated State in the Windward Islands, has been brought to a virtual standstill by a widespread protest strike against the Government's policies. In May, the strikes were called back demands that the Government postpone plans for seeking independence from Britain. In certain constitutional truces secured at talks in London, the protests were stopped and the British Government agreed to grant the 133-mile island full independence on February 7. The latest strikes follow the

BARBADOS, Nov. 29

arrest of six members of the opposition New Jewel Movement (NJM) and alleged police brutality against them.

The NJM, a comparatively new group comprised mostly of lawyers and teachers, has no parliamentary representation. It claims three of its arrested leaders were brutally assaulted by the so-called police aides of the Premier, Mr. Eric Gairy.

They are now in hospital.

Although Mr. Gairy agreed in a radio broadcast at the week

ALL STREET

The shell-shocked investors

BY NICHOLAS COLCHESTER, U.S. FINANCIAL CORRESPONDENT

A little over a month the New York stock market, as assured by the venerable Dow Jones, fell 18 per cent. This decline is in historical perspective not equivalent to the damage done by a complete bear market, but it has left professional investors America somewhat shell-shocked. In Europe it has, by all accounts, been ridiculed as an over-emotional reaction to an energy shortage from which it seems relatively insulated.

Wednesday the market rose up a sudden 20 points and our murmur of "market bottom?" is heard up and down Wall Street. But this is no time to make predictions for the New York stock market. There is no rational way in which the potential ramifications of the Arab oil embargo can be discounted. In the U.S. they could, according to some economists, lead to a recession. Outside the U.S. they could clearly play a role with the European arms of the American multi-national companies. Beyond that they do pose a threat to world trade and make the question of investment strictly unreal.

Furthermore the behaviour of Wall Street in the face of these uncertainties has inspired confidence. All the first features of this market domination by the institutions, its abandonment by the public, its incestuousness, its remoteness to the media, its rapidly fluctuating liquidity, it appears completely to be a thoroughly uncomfortable place in which to invest. Wall Street thus promises to be shares irrationally at a time when the outlook for the fits according to that share cannot be assessed with any certainty.

Under these conditions there is no way in which the market's decline can be justified. It can perhaps be explained some extent by looking back at a disquieting year for Wall Street and for America as a whole. The market started the year on a wave of post-election euphoria. President Nixon, the man of the Arab oil weapon, was his new optimism conceded in the White House. Obsessed with his new optimism, the market blithely ignored these grim developments and it was not until the end of October that the full seriousness of the situation penetrated investment thinking along.

His mood soon gave way to a concern over rising interest rates, over the administration's new dollar, and over an followed President Nixon's firing action rate that rapidly led of his special prosecutor, this public outcry. In April the sent stock prices into a nose dive as a major scandal broke and from which they bounded so the market to move the price of

inexorably downwards on less volume. By the time the Dow bottomed in August it had collapsed 21 per cent from its January high of 1967, but this was an understatement of the market's real dependency. The unweighted index of stocks on America out of its recent boom without stalling it. Before the bottomed in July down 32 per cent, while the equivalent for the smaller companies that are quoted on the American Stock Exchange was down 38 per cent.

During the dismal summer, public attention was focused on the investing power of pension funds and other institutions.

"Are the institutions wrecking Wall Street?" asked the cover

of *Business Week*, and the institutions were promptly established as convenient villains in a market that had been split

into two "tiers" of stocks—one of

glamorous enterprises like IBM,

Xerox, and Polaroid, the other of

the stocks that form the basis

of the U.S. economy—and in a stockbroking business that was

losing \$50m. a month.

By September the economic forecasts for 1974 were beginning to crystallise. The consensus

saw a "soft-landing" for the U.S. economy from its heady boom.

The word was put about that certain sectors of American industry—cement and paper, for instance—were running at peak capacity and would continue to show profit growth next year.

Then money market cognoscenti reported that the Federal Reserve Bank was showing signs of monetary ease. A buying wave was triggered.

This sudden surge of bullish sentiment, bolstered by interest

from abroad, took the Dow Index up 18 per cent, and the New York Stock Exchange unweighted average up 19 per cent.

The glamour stocks behaved relatively poorly over this period and so it seemed that the irrational amount of premium attached to the super-growth stocks was being eroded.

On October 6 war erupted in the Middle East and within a week came the first brandishing of the Arab oil weapon.

Obsessed with its new optimism, the market blithely ignored these grim developments and it was not until the end of October that the full seriousness of the situation penetrated investment thinking.

Helped by the near-crisis

of concern over rising interest rates, over the administration's new dollar, and over an followed President Nixon's firing action rate that rapidly led of his special prosecutor, this public outcry. In April the sent stock prices into a nose dive as a major scandal broke and from which they bounded so the market to move the price of

GM by 1 point. Last week it dropped over \$2 in a single day on unbridled turnover.

Behind the immediate oil

trauma in this market there lies a more fundamental shift in the

yield that investors expect from equity investments. Over the past 14 years yields on long-term corporate bonds have broadly followed the rise in the GNP deflator (the inflation rate), climbing from around 4 per cent to 7.5 per cent. It is completely logical that the price-earnings ratio of the overall stock market should also have shown a general decline over that period. In the early '60s the Dow moved in a price-earnings range between 10 and 14, and since then the upper and lower limits of this range have moved progressively lower as bond yields have risen.

To-day's range appears to be between 10.5 and 15, given that the long-term outlook for inflation and bond yields is for a

long-term interest rate approxi-

mately at to-day's level, no marked upshift in this valuation

range appears to be in sight.

Earnings

This year the earnings on the 30 stocks in the Dow will be between \$80 and \$85. If next year they are \$75, or thereabouts, one should expect the Dow to trade in a range between \$80 and 1,150. This would imply that the market is now at the bottom end of its likely trading range unless the oil situation develops into a much more serious threat to the profitability of American industry.

Such a gloom assessment of the

logical trading range for the

Dow takes no account of the

asset value that must provide

some underpinning for the ultimate low in a company's stock

price. When prices fall as low

as they stand in New York

today, the values attached to

stocks by the broad mass of investors, who look for return (or discounting of expected return), are very different from those

attached by the industrial pred-

ators who know a fat balance-

sheet when they see one. For

the latter this market may be

the buy of a decade precisely

because in buying a company

they free themselves from that

market and all its imperfections.

For the former, the decision to

buy a share is also a decision to

buy Wall Street and, to make

things worse, Wall Street in the

middle of an oil crisis, it only

dimly understands.

Argentina, Paraguay sign dam treaty

By Hugh O'Shaughnessy

THE TREATY committing Argentina and Paraguay to the construction of the \$1,000m. Apipé Yacireta hydro-electric scheme on the Paraná River is to be signed by General Alfredo Stroessner of Paraguay and Vice-President María Estela Martínez de Perón for Argentina in Asuncion, the Paraguayan capital, on Monday.

The scheme will have a generating capacity of 3.3m. kW. It will be started in 1976 and will be completed by 1980. It will embrace a lock system to facilitate navigation on the river and should aid flood control and irrigation in the region. It will be a powerful boost to depressed northern areas of Argentina.

Formal agreement on the scheme, which had been agreed in principle between the two countries some years ago, had been held up because of Paraguay's objections that more of her territory would be flooded than Argentina's.

Paraguay is expected to export the major part of her half-share in the power generated to Argentina for hard currency.

Paraguay is already exporting power from the Acrey hydro-electric scheme to Brazil and Argentina and will also be selling much of her share of the power produced by the giant Itaipú installation being built as a joint venture with Brazil on the Paraná upstream of Apipé-Yacireta.

Argentina is hopeful of getting Paraguayan agreement for the joint construction of another scheme, the Corpus project on the Paraná between Itaipú and Apipé-Yacireta.

By Hugh O'Shaughnessy

The political position of General Hugo Banzer, President of Bolivia since the coup of August 1971 in which he toppled his comrade-in-arms General Juan José Torres, deteriorated drastically yesterday when the army and air force commanders demanded a postponement of the general elections. President Banzer had promised for next

Hours before, the Movimiento Nacionalista Revolucionario of ex-President Victor Paz Estenssoro, one of the two civilian parties taking on the Banzer administration, withdrew its support and announced it was going into active opposition against the Government.

Earlier this week, President Banzer took the finance portfolio from the MNR in a Cabinet reshuffle.

The army chief, General Carlos Alcorta, and the air force chief, General Oscar Adriazola, said that Bolivia was not ready for a return to democratic processes.

How to recognise your new pension scheme

1. Does it exempt you from the State Reserve Scheme?

By April 1975 every employer must provide a recognised pension scheme for all his employees or join the State Reserve Scheme. Enterprising firms will install a recognised scheme giving better and more flexible benefits—the question is, which one? Stewart Wrightson's Recognised Scheme gives full exemption from the State Reserve Scheme—and offers the best terms available anywhere.

2. Does it penalise—or benefit—smaller firms?

All recognised schemes offer better terms to larger employers. All penalise smaller firms with 'small scheme loading' and many will not consider firms with less than 200 employees. Stewart Wrightson not only offer better terms than any other recognised scheme, but they offer them to ALL employers, regardless of size. Schemes with two members get the same unique benefits as those with 20,000.

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All pension schemes—including the State Scheme incorporate in their costs a charge for handling and administration. Stewart Wrightson have negotiated very special terms which reduce these charges to the absolute minimum. Other schemes levy joining fees, handling charges and other costs—Stewart Wrightson charge you absolutely nothing. So you pay much less to get far more.

6. What are the snags?

Most schemes carry a discontinuation penalty if you ever want to opt out. Stewart Wrightson do not. All schemes must have a trustee. All schemes charge you for the services of a trustee—except Stewart Wrightson. Most schemes restrict the life-cover provided for your employees—they have to attain certain medical standards. Stewart Wrightson give a death in service widow's benefit, and a lump sum benefit on death in service or retirement, without medical requirements of any kind.

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All pension schemes are complicated. Most schemes pass the difficulties on to you to take care of. Stewart Wrightson look after ALL the administration of your scheme at no cost to you. It seems incredible—but two years' work went into making the Stewart Wrightson scheme simple to operate.

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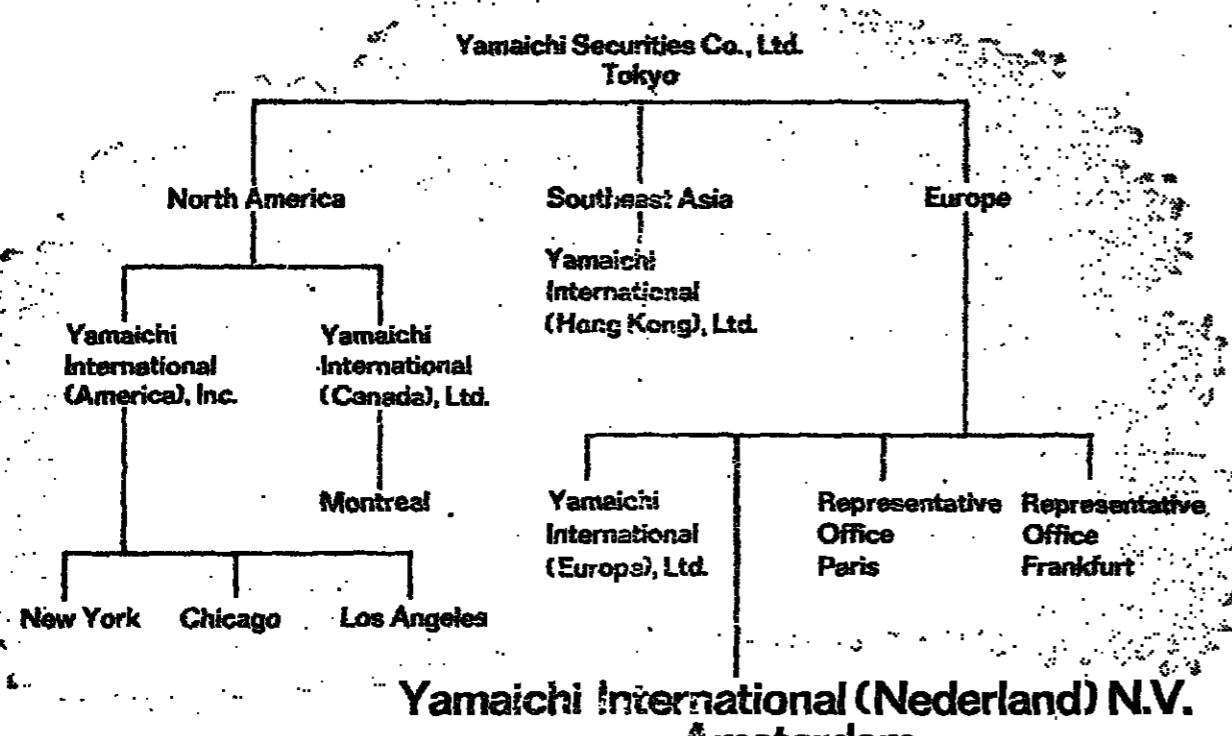
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EUROPEAN NEWS

Franco-Soviet relations grow cool to S
PARIS, Nov.

BY RUPERT CORNWELL

FRENCH RELATIONS with the countries, an unmistakable allowed for a reasonably close dent writes: Whether or not the Soviet Union have taken a reference to M. Pompidou's relationship with one of the most influential members of the Com- President Pompidou's trip to the Soviet Union is postponed. Soviet European political integration is already in trouble. Russians appear to have underestimated West European reaction to the Washington Declaration on the Middle East conflict, and the defence discussion in Europe has now witnessed the consequences of this mistake in Europe.

French worries in fact do not date just from the Middle East war, but were clear immediately after the Nixon-Brezhnev agreement this summer. The Soviet leader's stopover on the way home in Paris did not allay French fears that far-reaching decisions had been taken over members and reducing impetus towards European unification that way.

The fact that the Russians have invited over Sir Douglas Home, the Foreign Secretary, this weekend three days of talks indicate they now want to forge expulsions of 1971 and building up trust again.

Chancellor Brandt's increasing disenchantment with Europe, it may turn out, is for the moment only major EEC country willing to listen to Moscow.

Although the Soviet Press continues to attack the European political integration, there are signs that its diplomacy has shifted from frontal attack to a policy of winning the confidence of members and reducing impetus towards European unification that way.

The fact that the Russians have invited over Sir Douglas Home, the Foreign Secretary, this weekend three days of talks indicate they now want to forge expulsions of 1971 and building up trust again.

Chancellor Brandt's increasing disenchantment with Europe, it may turn out, is for the moment only major EEC country willing to listen to Moscow.

Britain and France hold up EEC shipbuilding plans

BY REGINALD DALE, COMMON MARKET CORRESPONDENT

BRUSSELS, Nov. 28

BRUSSELS Commission plans facing Europe's shipbuilding industry are illegal under Community rules. Britain is fighting for the revitalisation of the Common Market's shipbuilding industry, which will produce their own list of aids to establish the legality of the limits on state aids to shipyards, before a decision is made. These have run into serious objections from member Governments. The world shipping trends, relations with Japan, an assessment of that decisions on the proposals supply and demand inside the European yards.

The Commission to-day said it will seek to prolong current Community regulations on shipyards for three months into next year, so that the new directive's limiting state aids can come into force on April 1. But all the like the idea of submitting investment aids to Commission.

Nine member states except the Netherlands have said that scrutiny, and argues that recommendations for limiting interest rates should be put off for at least six months, and France wants the present against countries like Britain system extended for a year until which have high interest rates.

Britain is also opposed to a proposal to include oil rigs in the scope of the directive, which end of last month, for failing to take account of the real problems of oil rig

France has attacked the Commission's plans, announced at the end of last month, for failing to have the effect of making

France, which is not keen on a generous EEC regional aid plan, has argued that when decisions on shipbuilding should be put off for at least six months, rate subsidies would discriminate

At the same time, Britain has serious reservations about a number of the Commission's recommendations for limiting state aids under the proposed new directive. Britain does not like the idea of submitting investment aids to Commission.

At the same time, restrictions would be placed on interest rates subsidies granted on the sale of ships, and aids to any investment of over about £1.7m. would have to be notified in advance to Brussels. The aim would be to steer new investment into projects that would make the Community internationally competitive.

At the moment, the member states only have an agreement to limit state aids to 20 per cent of net investment in the called "central areas" of EEC. When Britain had to withdraw last July, European Commission, which sole responsibility in the matter had been to exempt all her special development and exemption from the ceiling and left it unclassified.

France and a number of countries have attacked the decision for being far

generous towards Britain, commitment now requires

the Commission and member states in any future arrangement.

The Commission has also argued that the present system would only be transitional and that it would make new proposals for the whole Community, to come into effect January 1, 1976. In a communication sent to the member states to-day it continues

to insist on that date.

But it also asked them to down in a resolution that new system would include ceilings for all regions, not just central ones. The ceilings would be fixed depending on

the poverty of the regions.

THE COMMON MARKET Commission has highlighted the former Six, has abandoned attempts to need for a new approach. The aim of the operation is to push through a comprehensive new system of banking regulations to establish harmonised banking regulations in the nine member States in one mammoth community directive. Instead, it is now to concentrate on a more pragmatic, step-by-step approach, providing for the freedom of under which national practices would be progressively adopted in June this year, the Commission feels that there can be freely free competition

The Commission's earlier proposal had already run into difficulties in the six nations before Britain, Ireland and Denmark joined at the beginning of this year. But in the Six, together with the entry of the three new members, whose banking regulations Commission. In that form, was based, not the country in which they actually operated.

EEC abandons banking shake-up

BRUSSELS, Nov. 29

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Bundesbank increases institutions' liquidity

BY ANDREW HARGRAVE

FRANKFURT, Nov. 28

THE STEADY DRAIN on West Germany's gold and currency reserves during the past month owing to the weakness of the Deutsche Mark has led to a significant measure, said Dr. Klasen, aimed at increasing the institutions' liquidity by up to 10 per cent. A slight easing of the squeeze was foreshadowed earlier this week with the Bundesbank's offer of a Lombard credit (secured for general application) of DM1,200m. This facility was shortened by further 10 per cent in the early months of this year after substantial restrictions in the latter part of 1972 enables banks to boost their liquidity by cashing bills of exchange at the Central Bank

A slight easing of the squeeze was foreshadowed earlier this week with the Bundesbank's offer of a Lombard credit (secured for general application) of DM1,200m. This facility was shortened by further 10 per cent in the early months of this year after substantial restrictions in the latter part of 1972 enables banks to boost their liquidity by cashing bills of exchange at the Central Bank

A further sign of the easing of the credit squeeze was

the next few months to stay added that it had not reached within the European Community one of "blood, sweat, toil and tears."

W. Germany to cut armed forces by 30,000 men

BY MALCOLM RUTHERFORD

BONN, Nov. 29

THE WEST German Cabinet has the period of active recall from approved plans to cut the present three months to one country's armed forces in peace year.

Large sections of the armed forces will in fact be reorganised into cadres which will go up to new equipment rather than personnel. In common with most NATO members, the investment in the present 33 to the 36 required by NATO. The cadre principle will be extended to the Navy and Luftwaffe.

The cabinet's decision follows the report of the government-appointed Monner Commission that the armed forces earlier this year had been found that about 30,000 non-combat posts need not many advantages of a purely permanent occupation in a volunteer army, but concluded that it would be difficult to find

new recruits and adequate sanitation work and certain government funds.

It was essential, however, that agreed with this, and also supported the view that there was no case for cutting conscription. This could be done by extending beyond the present 15 months.

Community offer to Japan

By Reginald Dale

BRUSSELS, Nov. 29

THE NINE Common Market countries have told Japan that they are ready to consider making a joint declaration of future European-Japan relations, similar to the "Atlantic" declaration that the are currently negotiating with the U.S.

The message has been conveyed to the Japanese Government by the Community ambassadors in Tokyo, following agreement on the draft text such a declaration by the European political committee in Copenhagen earlier this month.

The Europeans have not yet however presented the Japanese with the proposed text.

The idea of a Europe-Japan declaration was first proposed by the Tokyo Government after it became clear that the European would not favour a tripartite declaration to be signed by the Nine, the U.S. and Japan together.

Sakharov 'risks permanent exile' to seek U.S. visa

ANDREI SAKHAROV, a the Soviet Union for lecturing dissident and often led father of the Soviet hydrogen bomb, to-day announced he his family have asked to visit the U.S. risking permanent exile.

The Soviet scientist told reporters that he had asked the Soviet authorities for permission to take up a long-standing invitation to lecture at Princeton University.

He said he accepted the risk in going to the U.S. to right foretell his right to return. This has happened to other civil rights campaigners as Dr. Valery Chalidze, a wife, a son, a scientist, and Dr. Zborez in-law and his infant child. The is not regarded as a consistent living in the U.S. and Britain. Both were stripped of their citizenship after leaving Britain.

She has admitted smuggling out the diaries of a Russian sentenced for his part in an abortive hijacking attempt by Jews wishing to leave for Israel.

Mrs. Sakharov is Jewish and Dr. Sakharov is not. Dr. Sakharov has told the KGB his wife will not attend further interrogation sessions. The Soviet novelist Alexander Solzhenitsyn has often called for literary freedoms and a general slackening of civil restraints but has requested visas for himself, as Dr. Valery Chalidze, a wife, two stepchildren, a son, a scientist, and Dr. Zborez in-law and his infant child. The is not regarded as a consistent living in the U.S. and Britain. Both were stripped of their citizenship after leaving Britain.

MOSCOW, Nov. 29.

Dr. Sakharov's decision appeared to have been influenced by recent harassment of his wife Yelena by Soviet security police, the KGB.

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Reuter

Ten Danish parties may win seats

BY HILARY BARNES

NINE PARTIES could be represented in the Folketing People's Party, currently supporting the Social Democratic Government, twice as many seats as at present, according to an analysis published in Denmark. The current opposition parties stand to-day. It would take a all to lose seats as well. The minimum necessary to gain any seats. Each of these would have four seats, but the newspaper analysis said the poll was probably not reliable for the small parties.

A Folketing with this composition would create extremely difficult problems for the formation of a new government. It will take a minimum of four parties to make up a majority coalition and three parties, the Socialist People's Party, the Progress Party and the Communists, are ruled out at the start. Neither the Socialist or the current non-Socialist opposition blocs can hope to gain a majority alone.

Turkish talks on workers ban

EST GERMAN Ambassador to Ankara, Adolf Sonnenholz, to-day called on Turkish acting Premier Tuncer Tulu to discuss the German on immigrant foreign workers.

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COPENHAGEN, Nov. 29.

The Left Wing Socialist Party, currently supporting the Social Democratic Government, twice as many seats as at present, according to an analysis published in Denmark. The current opposition parties stand to-day. It would take a all to lose seats as well. The minimum necessary to gain any seats. Each of these would have four seats, but the newspaper analysis said the poll was probably not reliable for the small parties.

A Folketing with this composition would create extremely difficult problems for the formation of a new government. It will take a minimum of four parties to make up a majority coalition and three parties, the Socialist People's Party, the Progress Party and the Communists, are ruled out at the start. Neither the Socialist or the current non-Socialist opposition blocs can hope to gain a majority alone.

EASTERN EUROPE

Inflation by any other name

BY DAVID LASCELLES, EAST EUROPE CORRESPONDENT

FEW COMECON members have been able to resist gloating over the West's grim struggle against inflation: most of them have been more successful in keeping the cost of living down.

Despite the problems in the west and the higher prices that Comecon members have had to pay for commodities on world markets, few East European families are paying very much more for food and clothing than they were five years ago, and fewer still are paying more for basic services such as transport and housing.

It is of course much easier to mount an effective battle against the symptoms of inflation in a tightly controlled economy.

The Government has several powerful instruments at its disposal. It can freeze the price of everything from bread to housing. Secondly, its theoretically total control over the supply of goods and over wages should enable it to create a perfect market equilibrium so that even if prices were free, it could still control price formation. Thirdly, it can shift resources about, and subsidise sensitive goods by charging excessive prices for luxuries (and "necessities" in East Europe is a wide term). Finally, it can subsidise prices with funds that might otherwise have gone to wages pay rises or investment.

But though every Comecon member theoretically has these means to hand, few have been able, for economic or most frequently political reasons, to stick to text-book remedies.

Several East European economies have only managed to contain inflation at the price of deviating from the strict rules of holding down the standard of living.

Domestic sources of inflation in East Europe are most frequently of the demand pull variety. A huge excess of demand for both everyday goods and luxuries has built up over the years because no Communist

Government has yet been bold enough to keep the pace of wages and simultaneously supply of consumer goods. But because prices are fixed in most countries, inflation is only discernible as frustrated demand.

Government has yet been bold

cut the prices of some household equipment and other goods that down to the slow growth in the though with less publicity, a householder will never buy. Prices in this field are hard to measure because of the scarcity of information, but there seems to be a lack of subsidy funds. This happened recently in Bulgaria with the price of petrol, while in Poland consciousness of the average price of petrol, while in Poland manager and repeated calls for

down the prices of industrial exports. They cope with this problem in different ways. Certain countries deal only through Government-aided trade corporations. But others permit enterprises to deal abroad directly. That means that these enterprises must often themselves absorb the increased costs of their purchases and offset them through greater efficiency because the chances are that their selling prices are fixed. The practice of insuring against increased costs and currency fluctuations is also spreading.

The Czechs recently announced that the cost of absorbing imported inflation was 4,500m. crowns this year and was expected to reach 6,000m. to 8,000m. crowns next year, adding that the expense justified buying stable priced raw materials from the Soviet Union.

Although East Europeans are justified in claiming that their price indices are steady and have even in some cases fallen, that is only half the story, the real question is how much the standard of living has risen. It is all very well for the Poles to say that wages have gone up by over 20 per cent in two years against a background of steady increased productivity, that the air fares were going up 75 per cent!

In Czechoslovakia many houses hold and catering prices were cut during the summer, but this followed an increase in the cost of a private car, a painful blow to the Hungarian found

Poland suffers most acutely from this disequilibrium because its leader, Mr. Gierek, is politically committed to increasing wages at a rate quite out of proportion to the growth in the supply of goods. Also he is unwilling to mop up excess demand by raising prices, for fear of provoking a repeat of the 1970 riots which toppled his predecessor.

Sharp rises in personal savings in the Soviet Union point to a similar imbalance there, but the pressure is easier because the Soviet consumer still seems to have a lower level of expectation than the Poles.

Cost-push pressures are less strong and harder to absorb because of the political difficulty of increasing prices. East Europeans do resort to such tactics as withdrawing brands and then re-introducing them under new names with a higher price tag, but costs are normally absorbed by substituting for everyday goods or by increasing produc-

tivity, hard though this is to keep the years because no Communist Government will often attach less importance to keep

prices they obtain for their policies.

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Mozambique journals face suspension

By Bruce Loudon

LISBON, Nov. 28.

THREE JOURNALS in Mozambique are to be suspended from publication for varying periods after being convicted of infractions of the law. It was disclosed to-day. Appeals have been lodged and the suspensions will not take place until the convictions have been confirmed.

The journals are Voz De Mocambique, Tempo and Notícias, the biggest newspaper in Mozambique.

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OVERSEAS

Japan introduces Bill to control supplies and price increases

BY CHARLES SMITH, FAR EAST EDITOR

A "PEOPLE'S livelihood stabilisation Bill" which will allow the government to intervene more extensively in the private sector of the economy to prevent shortages and excessive price increases, is to be put before the Japanese Diet when it reconvenes on Saturday.

The Bill is the second stage of Japan's response to the economic crisis brought about by the world oil shortage. It follows an

TOKYO, Nov. 23.

came into force last week and is now beginning to affect most areas of the nation's life. The livelihood stabilisation Bill will give the government power to fix maximum prices or desirable price ranges for scarce commodities. It will also give

the authorities power to punish offenders and to "absorb" any differences between recommended prices and actual prices.

Indo-Soviet pacts signed

NEW DELHI, Nov. 23.

THE SOVIET UNION and India to-day signed four major agreements designed to bring the two nations economically and politically closer.

The signing came on the eve of Soviet Party chief Brezhnev's departure at the end of a five-day visit highlighted to-day by his call for collective security in Asia.

A Soviet spokesman said to-day's four accords were a joint declaration on bilateral and international political issues, an economic and technical co-operation agreement, a consular convention and an accord on planning co-operation.

They will be published to-morrow.

Earlier, Mr. Brezhnev had urged Asian nations to launch "thorough and comprehensive discussions" of the idea of collective security in Asia, which, he said, could and must become a continent of peace, friendship and co-operation.

He told a joint session of the two Houses of the Indian Parliament that such discussions would help to create a common approach acceptable to all States concerned with the problems of peace and security in Asia.

Reuter

Pakistan preparing five-year plan

BY IQBAL MIRZA

Pakistan has started its preliminary work to launch a five-year development plan from about the role of private enterprise. For the past few years, the Government has been regulating its development programmes on an ad hoc, year-to-year basis.

The man being freely tipped here to take over as head of the planning commission and as a special adviser to the Prime Minister, Mr. Zulfikar Ali Bhutto, is Dr. Mabubul Haq, who has just returned to Pakistan after completing a spell with the Finance Minister. Pakistan's annual development plan for 1973-74 fixed a target of rupees 3,200m. for the private sector, as against rupees 4,050m. well and in 1972 showed a 6 per cent increase in physical production and a 16 per cent sales rise. The Government continues to lure the private sector and is relying on private effort in the field of development. The last five-year plan envisaged total private investment of Rupees 22,000m. as against Rupees 30,000m. in the public sector. The same ratio continues to be reflected in current development planning.

Dr. Haq has the distinction of being an enthusiastic advocate of growth and of the current one of egotism. He feels that the days of the mixed economy for Third World nations are numbered, whereas Dr. Mabubul Haq believes in the planning.

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KARACHI, Nov. 23.

Observers here tonight were predicting that it would take another visit by U.S. Secretary of State, Henry Kissinger, to solve the deadlock in the checkpoint talks and open the way to the officers were scheduled to meet.

SINGAPORE: The effects of an immediate delivery restriction imposed by the Singapore Stock Exchange on Tuesday have now been felt and the Market is slightly calmer but is nervously awaiting the reading of Control of Essential Supplies' Bill which may be pushed through within 24 hours and deal with the petroleum shortage now seriously affecting Singapore.

Cambodian border post recaptured

SAIGON: After only a brief struggle, South Vietnamese Rangers have recaptured Dak Song, one of three camps near the Cambodian border to fall to Communist tanks and infantry nearly one month ago. Heavy South Vietnamese air attacks that preceded the final assault were believed to be responsible for the light Communist resistance encountered. The High Command in Saigon claimed that two Russian-built tanks were destroyed.

There is a strong likelihood of tough fighting ahead as the Rangers try to capitalise on their success. Saigon feared Hanoi's forces intended to incorporate the area into a supply corridor they are known to be building down the mountainous western edge of Vietnam to within about 10 miles of Saigon.

JOHANNESBURG: The Rev. C. F. Beyers Naudé, 58, director of the Christian Institute of Southern Africa and former head of the Dutch Reformed Church, is to be charged under the Suppression of Communism Act with publishing statements of a banned person.

Earlier this month, Dr.

Naudé was fined R50, with a month's jail in default of payment, for refusing to testify before the Schlebusch Commission. He also received a three-month suspended jail sentence and has lodged an appeal against conviction and sentence. The Commission is investigating activities of anti-apartheid groups.

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Brezhnev warning on 'new explosion'

NEW DELHI, Nov. 23.

SOVIET Communist Party leader Leonid Brezhnev warned to-day that unless Israel and the Arabs reach an early peace settlement, "a new and even more dangerous military explosion may occur in the Middle East at any moment. The hostile armies are confronting each other with their arms at the ready," Mr. Brezhnev told the Indian Parliament at the end of his four-day summit meeting with Prime Minister Mrs. Gandhi. "It is clear that urgent measures must be taken to prevent new bloodshed and to establish a stable peace."

Mr. Brezhnev stressed that from the Soviet viewpoint, Israel should make all the major concessions in any peace

settlement. He said that the Soviet Union "has no real interests in the Middle East whatsoever. Our only prime desire is to see that a genuinely stable peace, a just peace, finally established in that part of the world. Situated proximity to the borders of the Soviet Union, and the Soviet Union, for its part, will do everything to actively facilitate this."

The Soviet leader praised the trends of the past few days toward detente, especially between Russia and the U.S. He credited detente with having averted a more serious international crisis than occurred during the war.

AP-DJ

Truce broken as talks stall

CAIRO, Nov. 23.

BY WILLIAM DULLFORCE

THE CRUCIAL disengagement both parties," he added. To-day's meeting, the fifth on the key Point Five of the cease-fire, collapsed after the first agreement, which concerns cease-fire had been broken by a (Israel) withdrawal to the machine-guns and mortar October 22 lines and disengagement within sight of the United Nations tent in which the request of Major-General Aharon Yariv, the chief Israeli negotiator.

The gravity of the breakdown in the talks can be measured by a statement yesterday to the Egyptian Press by President Anwar Sadat: "How can we meet at the peace conference if it was expected here that Gen. Yariv would have new proposals to submit to his Egyptian counterpart. Major-General Abdel-Ghani Gamasi.

Cairo correspondents were not allowed to go to Checkpoint 101 to-day but UN spokesman Rudolf Stadjaud said to-night that light and heavy machine-guns, mortars and small arms had been fired in a 25- to 30-minute exchange between the Egyptian and Israeli forces some three kilometres south of the checkpoint, starting at 11 a.m. local time, when the officers were scheduled to meet.

The spokesman, quoting a report relayed from the Finnish battalion manning the UN checkpoint, said that no firm date had been fixed for the next meeting. Egyptian forces had opened fire "I shall remain in touch with the other side and stand beside him. Shells he said.

Israel undecided on Summit call

BY L. DANIEL

TEL AVIV, Nov. 23.

OPINIONS ARE sharply divided borders based on territorial here on the import of the resolution. "Noting in its preamble conference at the Algiers summit that the platform must reflect the fact that the lessons of the Yom Kippur war, conference did not reject the programme states that this holding of a peace conference as war had in no way lessened such the conditions for peace Israel's desire for peace and laid down at Algiers are considered here to jeopardise the Geneva conference will mark very existence of Israel if in the beginning of a period of conference table.

Return to the borders prevailing before the six-day war of 1967, when the Arab countries had no territorial claims on Israel but based nevertheless for their attack, could spell the military annihilation of Israel in the next round of fighting unless Israel resorts to a pre-emptive strike which would be condemned by the outside world.

Thus the demand for a complete return to the 1967 borders may well lead to deadlock at the Geneva peace conference.

The feeling that Israel is but the ping-pong ball, that may be acquired at any time between the two super-powers playing the game and the resultant need for Israel to give in to a lot is reflected in the modifications now being made to the Labour Party's election platform.

Whereas previously there was talk about "secure borders" it now speaks about "defensible with Israel."

EEC calls for price curbs to meet oil crisis

BY LORELIES OSLAGER

BRUSSELS, Nov.

THE EEC Commission has called for overall restraint in wage and price demands throughout the European Community in order to prevent the inflationary pressure of the present oil crisis from getting out of hand. But the Commission is also considering a series of proposals for European action in case of a prolonged oil crisis including possible allocation of scarce resources, rationing measures and a common price policy.

The longer term proposals will only be finalised tomorrow, with the two Arab oil empires.

Reginald Dale adds: "representatives, including the oil Minister, are expected to come to Brussels to meet the Dutch Government's invite.

Iran makes 1974 offer

THE National Iranian Company (NIC) has offered 105m. barrels of crude to the international market delivery in 1974. The offer to "any bidder" will offer the highest rate.

Only condition is that the oil won't be sold through brokers. Competent bidders are invited.

The proposals are shrouded in almost absolute secrecy. But it is believed that the Commission, which so far has been very reticent in view of the political differences between the member states over the wisdom of taking common action, is now at least looking at possibilities for such action to prevent a possible recession from getting out of hand.

According to an official spokesman, M. Henri Simonet, the Commissioner responsible for energy questions, has submitted a series of proposals designed at making Community arrangements both for the organisation of the internal market and for exports and imports. His proposals aim at guaranteeing the continued functioning of the Common Market, the spokesman added, and at enabling the Community to face a possible energy shortage.

The call for wage and price restraints was made in the context of a series of short term measures to fight inflation which the Commission has been asked to submit by the finance minister of the Nine and month.

The energy situation has already had its effects on the Commission's thinking. The spokesman said the proposals could not be considered as a definitive package, and were mostly limited to policies that should be pursued over the next few months until the situation has become clearer.

One of the more eye-catching of Rotterdam.

two Ministers to visit The during their European Sheik Zaki Yamani has that he ever received the invitation. Nevertheless, the appear to be reasonably certain that some contact can be during the Brussels stopover.

The Dutch Government already put its own view to the Middle East to Government. The Netherlands apparently wants to do in order to persuade Arabs to lift their oil

of Rotterdam.

Holland backs energy council

BY MICHAEL VAN OS

THE HAGUE, Nov.

THE GENERAL idea of meeting here, Mr. den Uyl establishing a Common Market he was "reasonably optimistic" of the serious reductions to be reached, "which is more in Arab oil supplies to Europe I was before." The reason received solid backing to-day was that the other European countries were more favourable inclined now that the matter was merely a Dutch boycott but the vast production cut there tomorrow," he urged. Mr. den Uyl pointed out that the worst of the Arab production cutbacks had yet to be felt in Europe. He said that the Energy Council would be discussed at the EEC top conference in Paris and the talks might cover some aspects of nuclear energy.

Speaking on the oil crisis at Foreign Press Association point.

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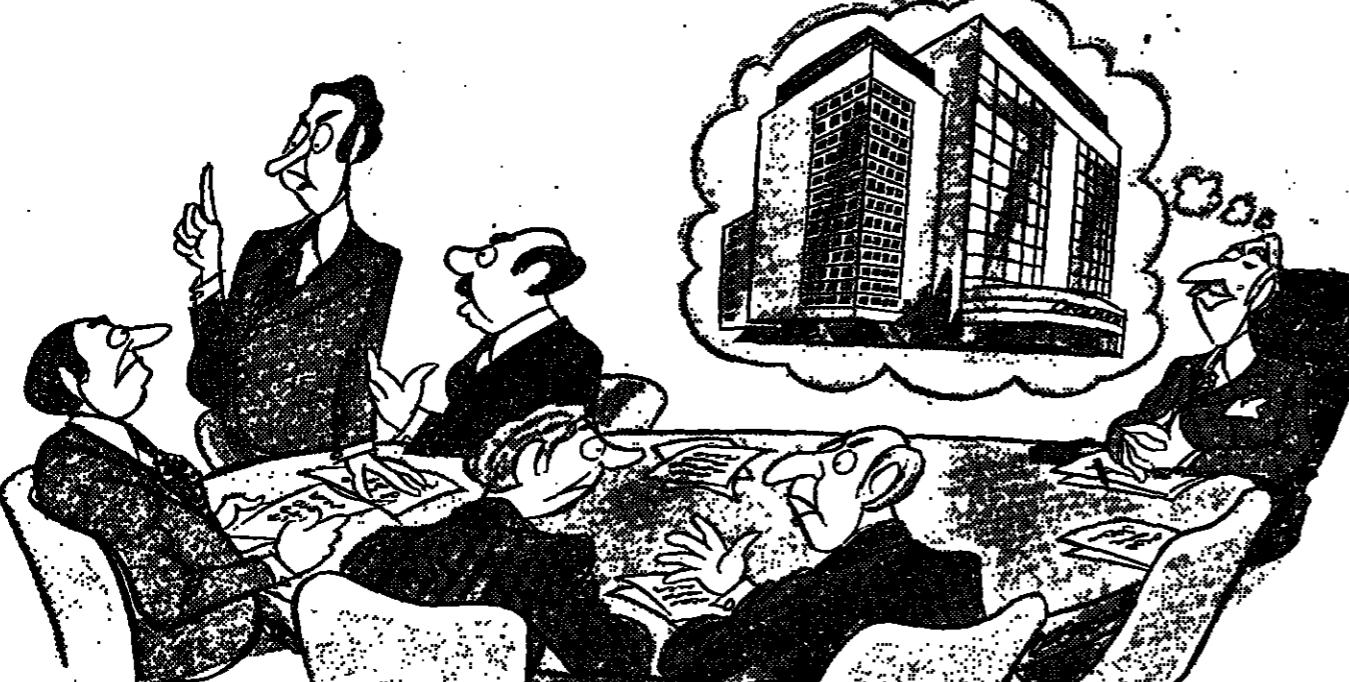
or a landlord. We'll deal with problems of immediate repair, alterations or new layouts. And, in the end, we'll almost certainly save our client time, trouble—and money into the bargain.

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Ghana sending troops

end of December.

TEL AVIV: Six more letter bombs have been discovered in the central postal sorting office. They had been airmail from Holland and were addressed to various towns in Israel. The discovery brought to 10 the number of letter bombs found in Israel in the latest wave of booby-trapped mail. Of the four intercepted earlier this week, three had been mailed from Switzerland and one from Milan.

Such a Council could be similar in concept to the ECSC agreement, "but it must be affected all countries, including France and Britain. Of British stand so far in the situation, he said curiously that he was "not jubilant" about it.

Asked how long the weapon, the Dutch responded: "As long as the is divided." He would no

drawn into a debate on point.

The Technical Page

EDITED BY ARTHUR BENNETT AND TED SCHUTTERS

• ENERGY

Working on lower cost solar cells

AT PRESENT, the high cost of solar cells prohibits their use in the large scale generation of electricity from sunlight. However, R. Davis and J. R. Knight of the Plessey Company's Allen Clark Research Centre have now shown that suitably designed gallium arsenide / gallium aluminium arsenide semi-conductor solar cells can be operated at light intensities of 2,000 times full sunlight to produce specific outputs between 20 and 40W per square centimetre. With current silicon cells, the maximum permissible sunlight concentration is about ten times.

This high concentration is possible because the (Ga,Al)As material is relatively transparent to sunlight so that the surface layer over the junction can be much thicker than is the case with silicon, giving a lower electrical resistance and allowing much higher power to be generated.

• SERVICES

Facilities for the City

SPECIALIST computer services for insurance, banking and financial organisations and City companies have been launched by CMG (City of London), a subsidiary of CMG (Computer Management Group).

Based initially at Sunley House, Croydon, CMG London is expecting to move to new offices in the City by May, 1974.

CMG London began operations with over 100 customers and a substantial amount of business which is expected to yield in excess of £1m. turnover in the first year. The company starts with a staff of 45—mostly computer professionals—and aims to be employing some 80 people by October, 1974.

Standard CMG services include applications packages for payroll, sales ledger accounting, invoicing and stock control; a full

range of computer services for accountants; and the development of individual systems to be run on CMG computers or on the customer's own computer.

Many of the U.K.'s leading financial institutions will be using CMG London's services. These include: Prudential Assurance Company, the Royal Insurance, and Kleinwort Benson.

One of the major computer systems developed by Computer Management Group is a stock exchange investment accounting system. Called INVEST, the system is already being used by a large number of insurance companies and accounts for over £10,000m. of stock exchange investments.

The INVEST system will be run on CMG London's own computers—two Honeywell R1200 machines which are currently

Cheap concentrators such as curved mirrors or Fresnel lenses can thus be used to focus the sun's rays on to small area solar cells, thereby greatly reducing the unit cost of the electricity produced. The optimum working voltage and efficiency of gallium arsenide solar cells increases with light intensity, and at 2,000 times full sunlight an efficiency of 24 per cent is expected.

Plessey scientists are at present working with small cells, but it is envisaged that in practical applications cells of normal size—about one inch square—would be employed. The material, though at an early stage of development, appears to be one of the most promising finds so far in this area of research.

Large-scale production and any idea of how much the advance could cut the cost of solar energy capture must await further work and expression of interest from potential users.

The new system uses waste heat from the supermarket's refrigeration plant, lighting and occupants. This provides a room temperature of 65 degrees F., which is easily maintained throughout the 9,000 square feet of building. To achieve this, air from the sales areas is extracted through the ventilated louvres into a false ceiling. The air is then withdrawn from the ceiling void by a fan and passes through a purpose-built multi-tube heat exchanger which serves the condensers associated with the refrigeration plants.

A set of air dampers directs the warm air into the mixing chamber where fresh air is introduced. Warmed air is then dis-

tributed throughout the store by means of high-level, wall-mounted ducts.

The new system was designed by Mr. Michael Bird of M. E. C. Bird Sons and Associates, consulting engineers, Stokenchurch, Bucks, for Daigety Frozen Foods.

Mr. D. C. Mathews, managing director of Daigety Frozen Foods, claims this new system as an additional bonus as they are not using fuel during the present international fuel crisis. The supermarket is the only shop in the precinct—and most of the U.K.—to have a total heating system in full operation, and to remain within the law.

Daigety has two other stores operating the same method of heat recovery, one at the Butts Centre, Reading, and the other at Walnut Centre, Orpington. It is hoped to open several more in the precinct—and most of the U.K.—to have a total heating system in full operation, and to remain within the law.

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In the unit shown, the laser piece, thus overcoming the de-

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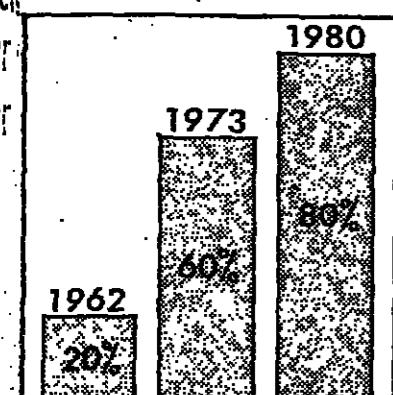
STREAMLINING STEEL

J. K. Westhead

300 Tonnes of Steel in 40 minutes

that's enough steel to make 400 car bodies!

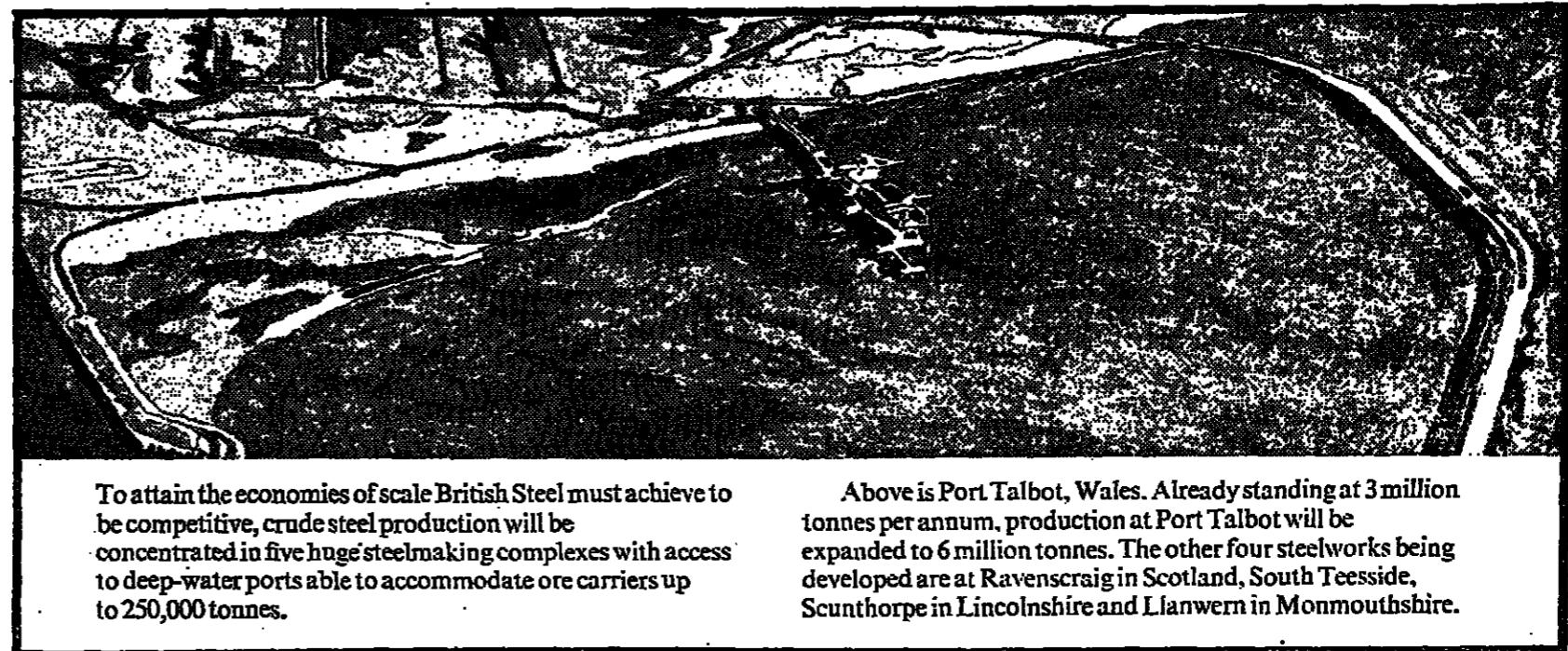
Open Hearth furnaces take 6-8 hours to make 300 tonnes of steel—and just under half BSC's furnaces are still Open Hearth. Basic Oxygen converters are replacing Open Hearth furnaces and take 40 minutes to make 300 tonnes of steel—enough steel for the bodies of 400 cars.



The British steel industry began converting to Basic Oxygen for crude steelmaking in 1962 (progress charted on left.) But, in fact, Basic Oxygen is just one part of the biggest single modernisation programme in the steel industry.

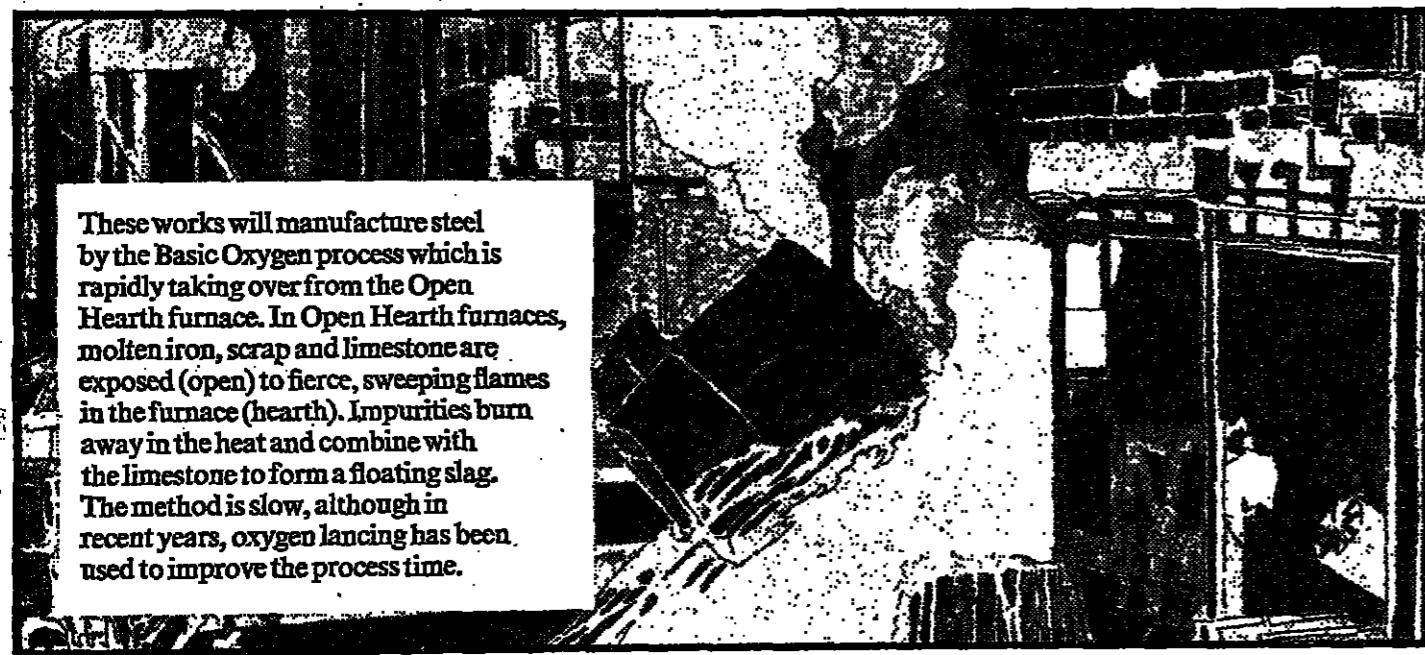
It is a programme which is now entering its final phase—with expenditure over the next ten years of £3,000 million to streamline the British Steel Corporation. This is three times what has been spent on Britain's entire motorway system to date.

(Nearly 50% of the £3,000 million will be self-generated by BSC and will come from earnings retained in the business.)

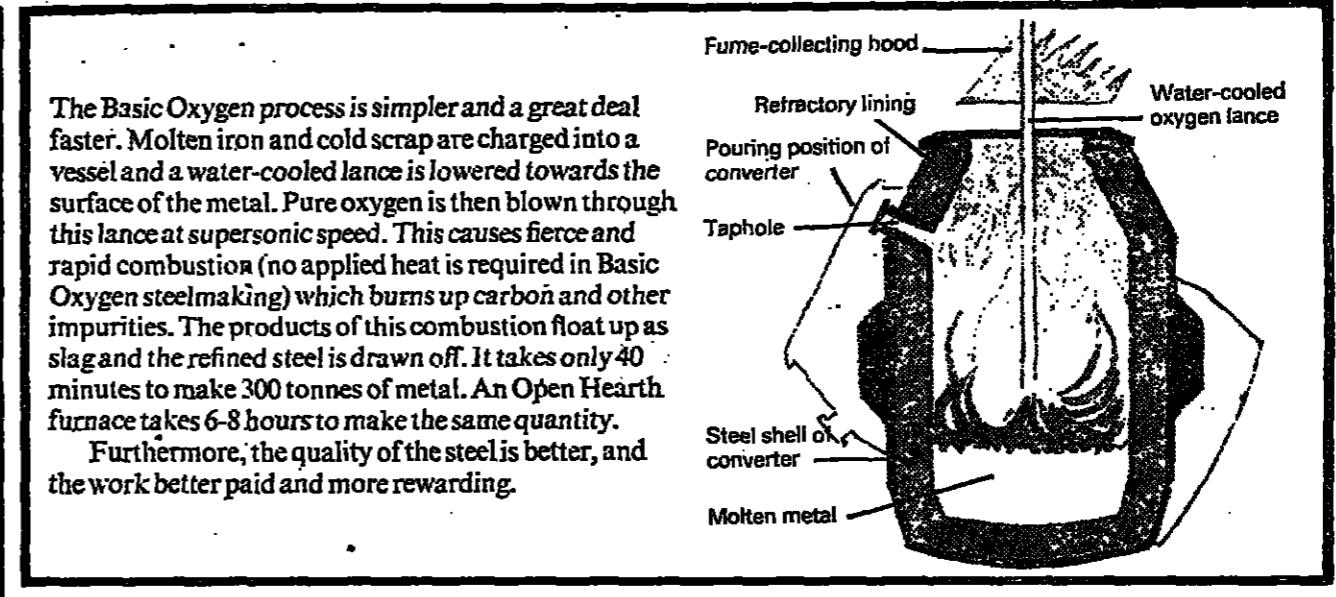


To attain the economies of scale British Steel must achieve to be competitive, crude steel production will be concentrated in five huge steelmaking complexes with access to deep-water ports able to accommodate ore carriers up to 250,000 tonnes.

Above is Port Talbot, Wales. Already standing at 3 million tonnes per annum, production at Port Talbot will be expanded to 6 million tonnes. The other four steelworks being developed are at Ravenscraig in Scotland, South Teesside, Scunthorpe in Lincolnshire and Llanwern in Monmouthshire.

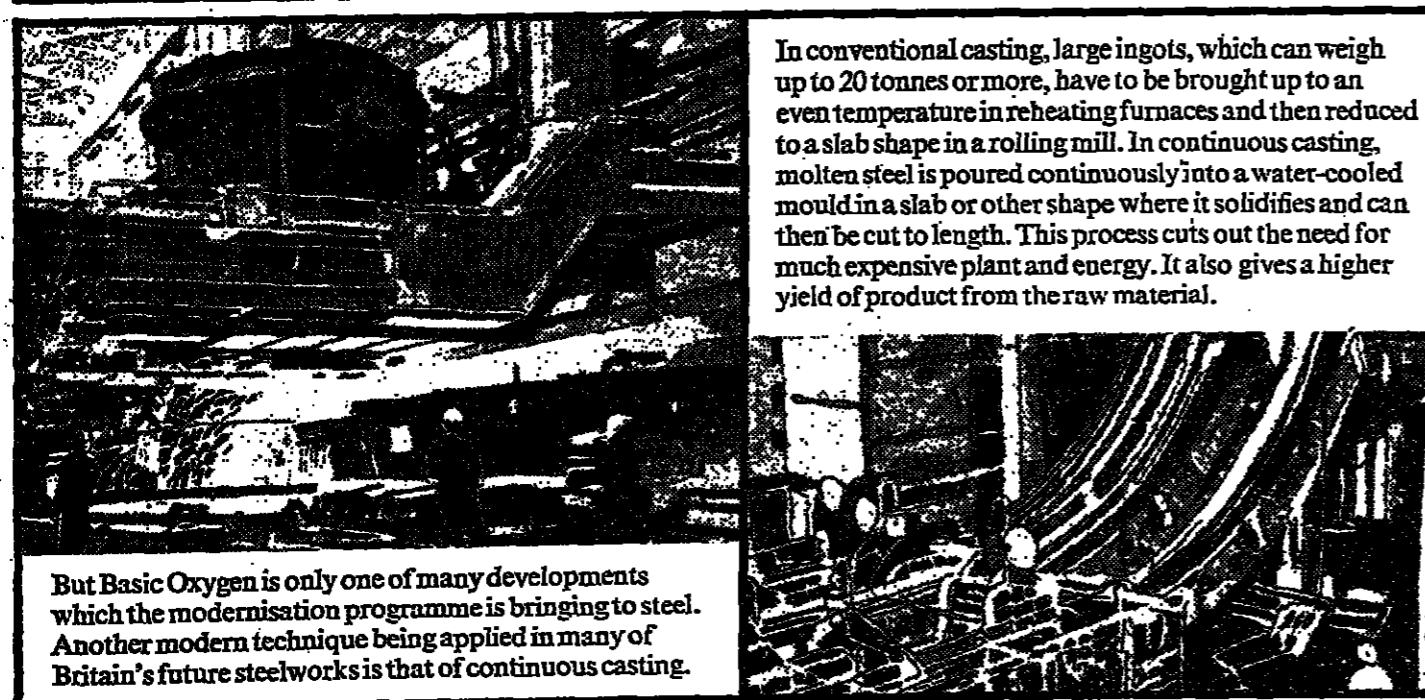


These works will manufacture steel by the Basic Oxygen process which is rapidly taking over from the Open Hearth furnace. In Open Hearth furnaces, molten iron, scrap and limestone are exposed (open) to fierce, sweeping flames in the furnace (hearth). Impurities burn away in the heat and combine with the limestone to form a floating slag. The method is slow, although in recent years, oxygen lancing has been used to improve the process time.

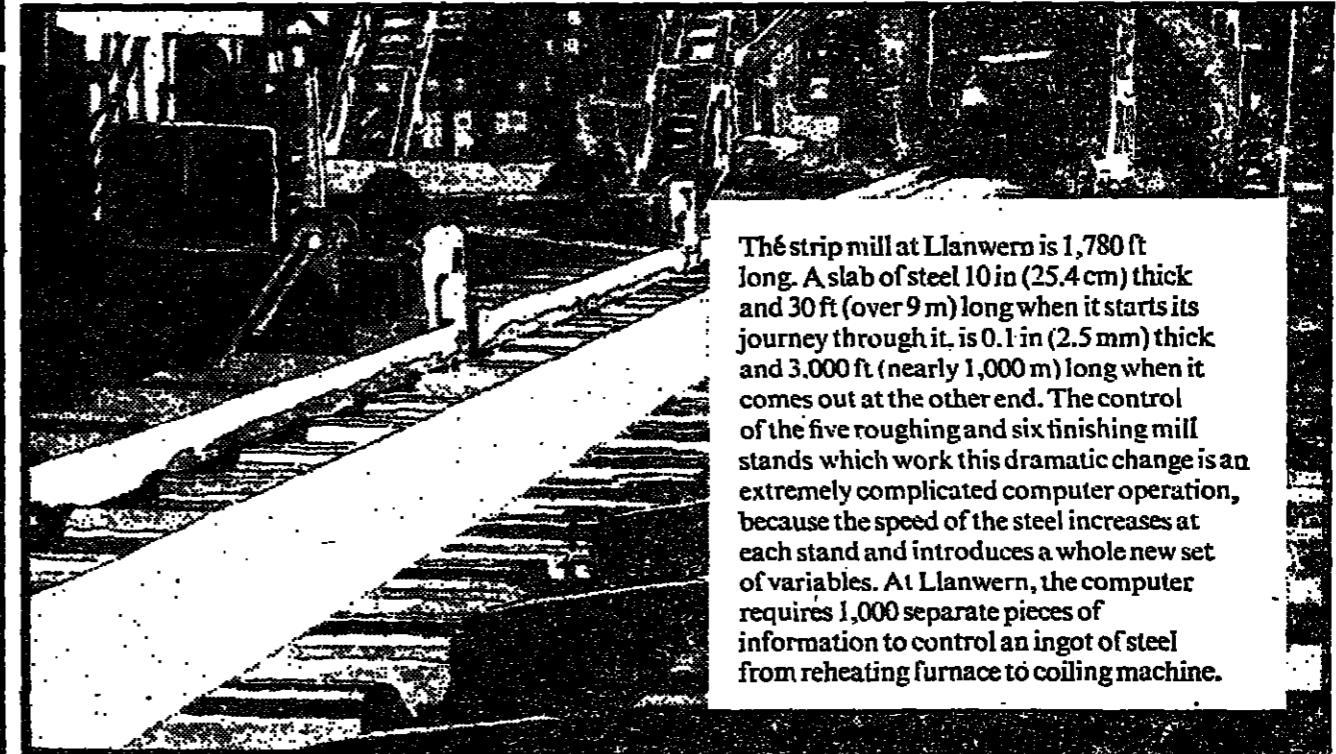


The Basic Oxygen process is simpler and a great deal faster. Molten iron and cold scrap are charged into a vessel and a water-cooled lance is lowered towards the surface of the metal. Pure oxygen is then blown through this lance at supersonic speed. This causes fierce and rapid combustion (no applied heat is required in Basic Oxygen steelmaking) which burns up carbon and other impurities. The products of this combustion float up as slag and the refined steel is drawn off. It takes only 40 minutes to make 300 tonnes of metal. An Open Hearth furnace takes 6-8 hours to make the same quantity.

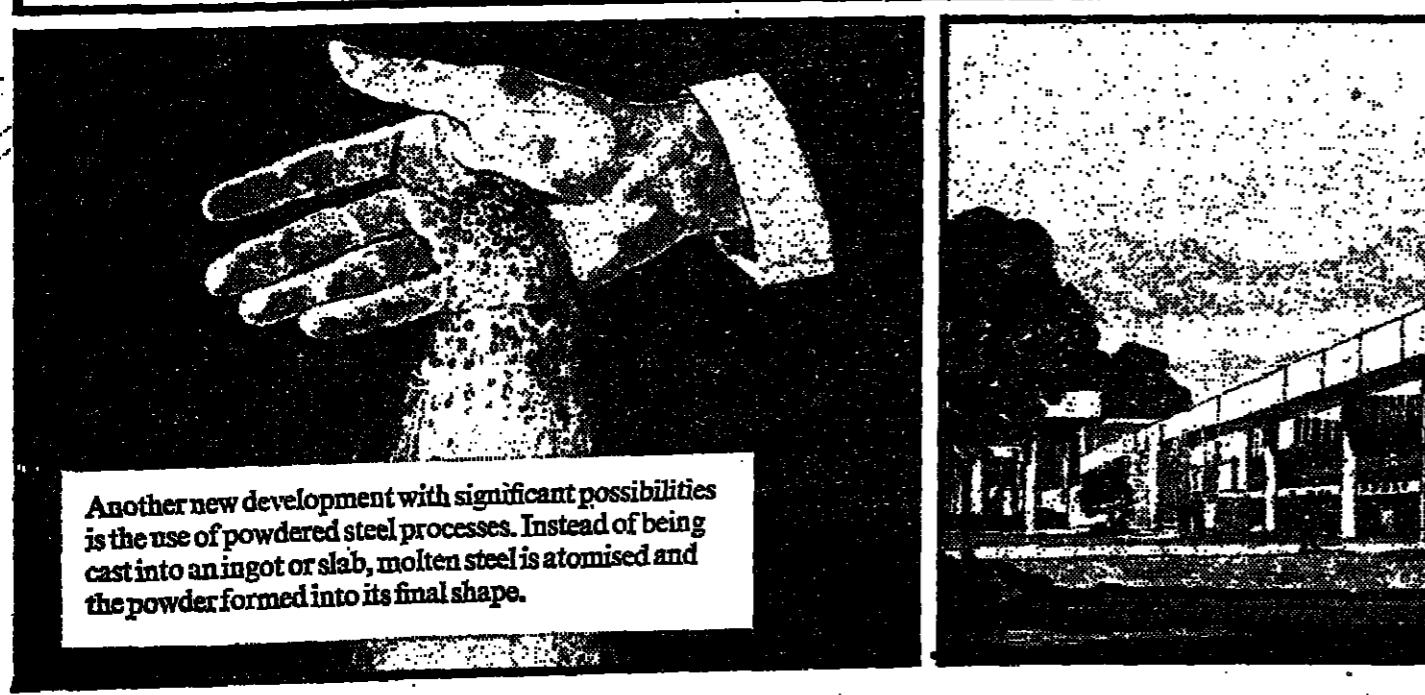
Furthermore, the quality of the steel is better, and the work better paid and more rewarding.



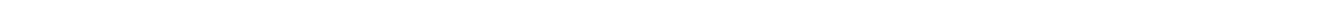
In conventional casting, large ingots, which can weigh up to 20 tonnes or more, have to be brought up to an even temperature in reheating furnaces and then reduced to a slab shape in a rolling mill. In continuous casting, molten steel is poured continuously into a water-cooled mould in a slab or other shape where it solidifies and can then be cut to length. This process cuts out the need for much expensive plant and energy. It also gives a higher yield of product from the raw material.



The strip mill at Llanwern is 1,780 ft long. A slab of steel 10 in (25.4 cm) thick and 30 ft (over 9 m) long when it starts its journey through it, is 0.1 in (2.5 mm) thick and 3,000 ft (nearly 1,000 m) long when it comes out at the other end. The control of the five roughing and six finishing mill stands which work this dramatic change is an extremely complicated computer operation, because the speed of the steel increases at each stand and introduces a whole new set of variables. At Llanwern, the computer requires 1,000 separate pieces of information to control an ingot of steel from reheating furnace to coiling machine.



Another new development with significant possibilities is the use of powdered steel processes. Instead of being cast into an ingot or slab, molten steel is atomised and the powder formed into its final shape.



An artist's impression of the major new BSC Research Centre now being built at Teesside.

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STREAMLINED STEEL

PARLIAMENT



HEATH PLEDGE TO CONSERVE FUEL SUPPLIES

Miners' dispute 'must be settled under Stage III'

BY PHILIP RAWSTORNE

Call for more aid to building societies

THE GOVERNMENT yesterday told the Commons of further discussions aimed at stabilising the mortgage funds of building societies.

From the Opposition side Ministers were urged to give further financial support to the building societies in view of increases in lending rates.

Mr. Charles Morris (Lab., Manchester, Openshaw) commented that "thousands of owner-occupiers, burdened by the ever-increasing mortgage interest rates, fail to understand why the Government were able to find £15m. to keep mortgage interest rates down to 10 per cent, but seem to remain completely impervious to the fact that interest rates are now rising to 11 per cent, and higher."

Mr. Terence Higgins, Financial Secretary, Treasury: "It was never the Government's purpose to embark on long-term subsidies on mortgage rates."

Mr. Charles Loughlin (Lab., Gloucestershire W.) claimed that £10,000 was quickly becoming the average price for a new house, "and it would be better for the Government to give financial assistance so that people can afford to buy a house."

Replies to Mr. John Farr (C. Harborough), Mr. Higgins referred to the original £15m. temporary loan arrangements and said it had been made clear on what basis that had been done.

There had been further discussions with regard to measures which I hope will stabilise the flow of mortgage funds."

Executives told: Use scheduled flights

THE Minister for Aerospace, Mr. Michael Heseltine, appealed to all those contemplating travel by executive aircraft to use scheduled flights wherever they were available.

He rejected a suggestion by Mr. Charles Simons (C. Luton) that he should legislate to prevent the use of executive jets for journeys without the majority passenger capacity being used.

The arrangements for allocation of fuel announced last week apply to the operators of executive aircraft, and separate legislation to cover such cases would not be appropriate."

THERE WAS no question of the a free-for-all which would erode miners' dispute being settled as surely as the free-outside the terms of the Stage for all after Wilberforce eroded that. Mr. Edward Heath, the Prime Minister, strongly reaffirmed in the Commons yesterday:

If the miners were exempted, it would be impossible to maintain the counter-inflation policy he told Mr. Wedgwood Benn, Opposition Trade and Industry spokesman: "And this Government is going to maintain it."

In a firm but unaggressive statement, Mr. Heath urged the miners to give further serious consideration to their position.

Meanwhile, the Government would continue to take whatever action was necessary to conserve the country's energy supplies.

Pressed by Mr. Harold Wilson, Opposition Leader, to encourage further negotiations on a "realistic and reasonable" settlement, Mr. Heath said there was ample scope within Stage Three for negotiating any changes in the NCB's "generous" offer.

Mr. Heath denied that "either the Government or myself want any confrontation" with the miners.

He told MPs: "What the House and the country has to make up its mind about, is whether it is going to maintain Stage Three as approved by this House or not."

"The whole of this country realises the Government has done everything possible to avoid any confrontation. The offer that has been made by the NCB is, by any criteria, not only fair, but generous."

Inevitable

He had told the miners that if one compared average weekly earnings in coalmining with average weekly earnings in manufacturing industry, on the basis adopted by the Wilberforce Report, the NCB's full offer would more than restore the relative position of the coalminers established as a result of the Wilberforce recommendation.

Also he had said that a settlement which went beyond Stage Three would inevitably lead to play its part in future.



Mr. Edward Heath

"Will you say whether, in your view, the miners are breaking the law?"

Mr. Heath replied that it was open to the miners to discuss with the NCB any changes or negotiations they wished to make within Stage Three. "The NCB has made that absolutely plain to them. I explained it to them yesterday."

"Will you give an assurance that you will try to keep some degree of momentum going, and authorise fresh negotiations to take place under your reign?"

"Within Stage Three they are free to negotiate, if they want to change any arrangements made in the offer. I am not prepared to urge on the NCB and the miners to make a settlement which would be outside Stage Three."

To the cheers of his backbenchers, Mr. Heath told Mr. Wilson: "I hope, on further reflection, you will withdraw any suggestion that two responsible bodies like these, should deliberately make a settlement outside Stage Three in order the Pay Board should point out that it is outside the Pay Code, and then the Pay Board should be blamed for it."

Overtime

"I hope you will withdraw such a suggestion."

On manpower, Mr. Heath said the recruiting figures were remaining steady. They included a number of people who were returning to mining.

"As far as those who are leaving the industry, these have been fluctuating over past weeks."

"There is no doubt that one of the factors affecting the men leaving the pits is that they do not wish to lose overtime earnings, let alone earnings from complete stoppages."

"What they are interested in, is the security of the industry, and this has been assured by the commitment of money which the Government has made—it is taxpayers' money, £1,100m. of it, and it is to show that the country has faith in the coal industry."

On the question of whether the miners were breaking the law Mr. Heath stated: "This is a legal question dealing with contracts of service about overtime which is used for safety maintenance."

Mr. Heath replied that the Pay Board's offer was not only fair, but generous, by any criteria.

"Here, there is an important point because overtime used for safety maintenance is part of the contract of service, and different from ordinary overtime."

Mr. Jeremy Thorpe, Liberal Leader said: "The latest Coal Board figures show that there was a net loss of manpower over the last three quarters of about 1,000, 5,000 and 7,000. Does not this cause you concern?"

"Have you suggested the possibility of an inquiry into the whole question of future recruitment and security in the coal industry?"

"Could this possibly be coupled with a moratorium on future closures for at least five to seven years?"

Pressure

Mr. Heath replied he had told the miners that the Coal Board was fully prepared to discuss with them future investment and manning in the coal industry.

"That means that Stage Three must not be broken, but they will discuss the future." The NUM had already removed some of the anomalies in their pay structure.

"Already, under Stage Three, they are making progress in dealing with some aspects of the structure."

Replying to Mr. Eric Odger (Lab., Liverpool, W. Derby), who urged Mr. Heath to resist with all his power the pressure to have a compulsory ballot, the Prime Minister said:

Mr. Wedgwood Benn: "The miners are not in breach of the law because no order has been made by the Pay Board." Under the legislation passed by Parliament, a Minister had the power to override any Pay Board decision.

"In view of the fact that the Fuel Bill we are debating today takes away the power of the Pay Board to control prices of oil would it not be sensible for the Minister to assume responsibility for some basic of pay for miners and make it a fair basis?"

Mr. Heath replied that the Pay Board's offer was not only fair, but generous, by any criteria.

THE MINERS' leaders were called on to do a little overtime for the Prime Minister, personally, in the Commons yesterday—vouch for his mental and emotional stability.

This had been rudely questioned earlier in a speech by Mr. Ernest Powell, who entered the Commons to a huge roar of welcome from Labour MPs just as Mr. Joe Ashton was asking Mr. Heath for some indication of his sanity.

If a former Minister of Health had doubts about his Prime Minister's stability, Mr. Ashton clearly thought the Commons needed reassurance.

Have you any method of destroying this fear?" asked Mr. Ashton. "Can you assure us that the rest of the Government has not gone barny?"

He had tried earlier, he said, to get some sense from the Treasury Ministers, but their instability was obvious from the way they confused a trade deficit with success.

Mr. Heath, however, had clear proof of his normality. "I would have thought that the words of my Right Honourable—pausing for a bite—Friend, are in fact belied by the 3½ hours valuable discussion I had with the miners yesterday."

Mr. Alec Eadie, a Scottish miner, stepped up as witness. The NUM leaders had found Mr. Heath all too much his normal self, he said.

Worried

They had not seen any instability—only a rigidity that made them wonder why he had bothered to meet them at all.

But Mr. Dennis Skinner (Lab., Bolsover), another miners' MP, remained seriously worried.

This was a matter for the Speaker, not the miners, to decide, he said. Mr. Selwyn Lloyd should consider whether the Prime Minister's condition did not deprive him from the Commons under Section 137 of the Mental Health Act, 1959.

Amid a great deal of slightly hysterical laughter, Mr. Lloyd accepted responsibility for the mental state, as well as the miners of MPs, he clearly fore saw many dangers.

Everyone looked to Mr. Clement Freud (Lib., Isle of Ely) for a little of his distinguished ancestor's psychoanalysis.

But Mr. Freud was more concerned with the inadequacies of rural transport—calling on Mr. Heath to allay fears about issue as well.

Perhaps suggested Mr. John Wells (C. Maidstone) with an eye to a practical demonstration of his leader's commonsense. Mr. Heath could at the same time tell the number for Ely some truths about horticulture which would stop him from making any more silly remarks about it.

Mr. Jeremy Thorpe was not amused by these doubts about Liberal mentality. Mr. Wells had once been an unsuccessful Liberal candidate, he pointed out.

As a result of his change of mind, Mr. Heath had kept his Commons seat far longer than he would have done.

The Tories laughed and cheered. All was demonstrably well.

Women's Lib' petition

A PETITION against sex discrimination, signed by 28,000 people, was presented amid cheers to the Commons by Mr. Raphael Tuck (Lab., Watford).

Mr. Tuck told MPs that signatories to the petition, which was sponsored by the Women's Liberation movement, were not only from his constituency but from all over the country.

The petition was concerned about sex discrimination in all walks of life. The Government's proposals "did not go far enough."

The figures for M3 are inflated by special factors, such as the changeover to VAT and the arbitraging activities of some of the banks' large customers.

Mr. Tuck said that the third quarter figures for this year were from current accounts, while the M1 figures had been probably reduced by switching from current accounts to seasonal banking deposits at the Chancellor added.

Mr. Anthony Barber

The Financial Times Friday November 30 1973

Royal group men vote to join one-day dock strike

BY ROY ROGERS, LABOUR CORRESPONDENT

A MASS meeting about 300 men from London's Royal group of leading militant, however, defected to join the one-day national dock strike between the stewards and the one-day national dock strike by the unofficial national 18-man committee. He said that by joining Monday's strike, shop stewards committee in support of unofficial demands would be demonstrating for a 20 per cent increase, support for the 18-man strike.

Dockers at Hull and Liverpool are expected to join the stoppage, but fewer than 1,000 of the 9,000 London dockers are expected to become involved. Those at Tilbury are against the action and a similar line is expected as West India Dock men meet to-day.

40 ships idle

Meanwhile, an unofficial group of 5,600 dockers brought the port of Liverpool to a standstill yesterday leaving 40 ships in the docks on both banks of the Mersey. The strike virtually the whole port force—walked out after the missal of a shop steward's "gross insubordination" in

answering a note to a member of Mersey Docks and Harbour Company's top management.

At first about 2,500 dockers working for the company were held but later they were joined by men employed by the other stevedoring companies.

More strikes in October but they lost fewer days

BY OUR LABOUR STAFF

THEY WERE more strikes in period last year. Britain in October than there were in September, but the year amount to 6,260,000, number of working days lost through industrial disputes first 10 months last year declined, according to figures issued by the Department of Employment to-day.

In October there were 347 strikes, 64 of which had continued from September, which resulted in the loss of 634,000 working days. In September 688,000 working days had been lost because of 308 strikes, 72 of which had begun in August.

Two of the more prominent strikes last month were in the motor industry. The Chrysler electricians' dispute at Coventry, which began in August, ended early in the month. Vauxhall's Ellesmere Port factory was closed in the middle of the month.

Industrial action this year was established from 1,252,000 to 1,313,000 strikes last month were in the motor industry. Civil servants and clerical workers shows up prominently in the Department of Employment Gazette. Although the number of disputes during first 10 months rose by one to 73 compared with last year there were 2,446 strikes, the number of days lost compared with 2,184 in the same up from 32,000 to 513,000.

Job satisfaction 'key to industrial efficiency'

GREATERS EFFICIENCY in maybe we can stimulate industry would only come if men," he said. Managers concerned themselves with job satisfaction, as well as spread useful information technical considerations. Mr. clearly recognise that jobs only be made more satisfied through the ordinary industrial relations processes of individual companies.

"Approaches to work will take account only of technical considerations and ignore people who do the job can be in unhappiness and discontent in fact, in less job satisfaction than before.

"Schemes which take account of the attitudes of people involved, and are influenced by the planning stage by people, can make a considerable contribution to improving satisfaction and are more likely to work."

Mr. Smith said higher productivity depended to major extent on developing highly motivated work force, he did not agree with short motivation.

"It is true that the environment of a factory discloses introduction of flexible working hours and the painting of all walls in psychedelic colours in the short-term increase productivity. So might shooting come to recognise that it isn't just pie in the sky. There are an increasing number of examples. He believed that workers participation was the answer."

The petitioners prayed that legislation should be enacted making discrimination against people because of their sex illegal. There should be legal machinery in the form of an Anti-Discrimination Board.

At the same time, I have come to recognise that it isn't just pie in the sky. There are an increasing number of examples. He believed that workers participation was the answer."

The petitioners prayed that legislation should be enacted making discrimination against people because of their sex illegal. There should be legal machinery in the form of an Anti-Discrimination Board.

Steering groups could not of themselves improve satisfaction at work. But they could disseminate information — "and groups."

BRS Parcels staff pay dispute: further talks

BY OUR LABOUR STAFF

FURTHER joint talks are to any ultimate settlement to be held next month in a bid to offered to all 6,000 several hundred BRS Parcels Freight Corporation clerical workers. A special meeting of the BRS national joint council this week recorded failure to agree on the clerks' claim for extra money to compensate for bonus payments made to manual workers.

A meeting of the industry's joint standing committee has now been called for December 10 to discuss the general principles of incentive bonus schemes for staff.

Meanwhile, 20 staff at the Burnley BRS parcels depot continue their month-long strike at other depots in London, Manchester, Leeds, Preston and a Working Together Campaign booklet. The Make-up and Payment of Wages.

He says most problems are because employees often do not understand how each part of the total wage is worked out. He resented being paid a week arrears and unexplained debt.

Staff at other BRS parcels depots are planning to join the strike.

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Staff at other BRS parcels depots are planning to

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380

285

190

95

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'68

'69

'70

'71

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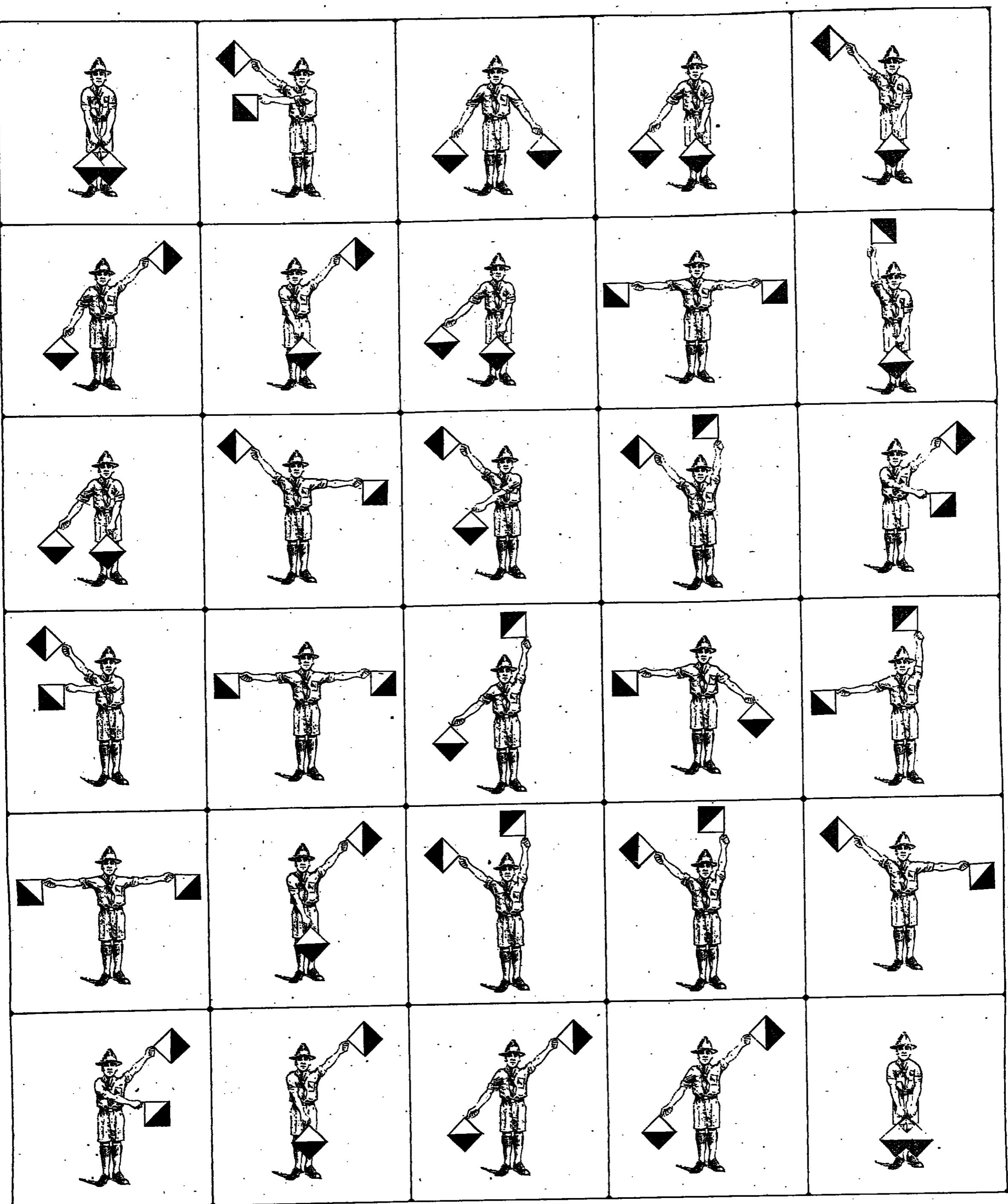
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The bonds will be reimbursed

on December 15, 1974.

The numbers of the said bonds are as

follows:

Bonds of nominal £1,000 (252)

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1479 and 1429 incl.

1501 and 1513 incl.

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1692 and 1503 incl.

Government rejects criticism of nuclear corporation

BY RICHARD EVANS, LOBBY CORRESPONDENT

THE GOVERNMENT yesterday requirements for nuclear power rejected criticism by the all-party Commons Select Committee on Science and Technology on the structure of the National Nuclear Corporation.

In its report on nuclear power last July the committee criticised the structure of the corporation set up to manufacture the next generation of nuclear reactors on the grounds that the Government should take a larger stake and should not allow any company more than a 1 per cent share.

In its reply, published as a white paper yesterday, the government stated that the basic need for the new company was nited management under the supervision of a shareholder who had a substantial financial commitment as well as experience of the industry—hence the choice of General Electric as the major (50 per cent) shareholder.

This approach, the government believes, provides the best prospect for the National Nuclear Corporation having the Select Committee on Science and Technology's managerial strength to meet U.K. so.

CEGB hopes for go-ahead at Dungeness

BY KENNETH GOODING, INDUSTRIAL CORRESPONDENT

THE CENTRAL Electricity expected until the end of generating Board hopes to gain permission to build a third February next year.

Proposed for the new Dungeness station are to be discussed with the local planning authority by the CEGB.

It would require a 400 kV overhead transmission line from Dungeness, via the electricity substation at Lydd, to connect with the existing supergrid system south-west of London. This line would need separate local authority consent.

Giving this news yesterday, the CEGB emphasised that the application was in line with its already-declared commitment to a massive atomic power programme and had nothing to do with the current fuel crisis.

The proposed station would cover around 100 acres of the Board's 225-acre site at Dungeness. The "A" station at Dungeness came on stream in 1968 and has a capacity of 550MW and a capacity of 3,900 megawatts more than twice the output of the two other stations.

If the plan is finally approved either delay the new station could be producing some electricity for the south west of London by 1980-81.

CEGB plans for three other new nuclear stations at Sizewell, Suffolk, Portskewett, Monmouthshire and Heysham, Lancashire, have received initial Government consent.

The Dungeness application covers all the reactor systems currently under review by the Government and the National Nuclear Corporation—advanced gas-cooled (AGR), high temperature (HTGR), steam generating heavy water (SGHWR) or light water (LWR).

It is known that the CEGB favours the American-type light equipment is being tested ready for reactors, but a Government decision on this is not achieve criticality in January.

Norsk Hydro drops out of Teesside plant project

BY RAY DAFTER

NORSK HYDRO, the Norwegian group which has been discussing with ICI the possibility of building a joint ethylene plant at Teesside, has now definitely dropped the plan.

This follows a decision by the Norwegian Government that Norsk Hydro should be involved in a joint Norwegian cracker project, based on processed natural gas condensate from the North Sea. StatOil—the State-owned company—and Saga Petroleum will also be involved in the venture.

The announcement in Oslo means that ICI is likely to participate in a joint British venture. ICI said last night that will cost about £155m.

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NORTH SEA OIL REVIEW

BY ADRIAN HAMILTON

Drillers find themselves in troubled waters

THREE WEEKS of sustained Shetlands. The find is unbroken by weather has retarded exploration progress in the possibility that further North Sea. After storms in which 100 m.p.h. winds and 50 It lies across the dividing line between Conoco's block and 80 foot waves battered the rigs, both Shell's Statoil and BP's Sea Quest have had to put into port for several weeks of repairs. Drilling on many of the northern wells, including the crucial Burmah and BP/Ranger holes on 3/3 and 3/8, has been delayed and rig moves are behind schedule. After the rather mild winters of the past two years, the exploration industry is beginning to fear that the much-predicted "winter of discontent" has arrived.

Nevertheless, with the weather now breaking for the better, the area has been far from inactive, although results have been mixed. Several groups, including Conoco at 211/28, Unocal at 2/5, and Phillips at 2/10 and the Petrobras group at 25/4 in the region are testing hydrocarbon finds of varying degrees of promise. But Occidental at 15/11 in the U.K. sector and Ashland at 29/16 in Norwegian waters, have both drilled dry and disappointing holes.

Important

The most important of these wells is undoubtedly Conoco/NCCB/Gulf's final testing of its 211/28 oil discovery east of the

Shetlands. The find is unbroken by weather has retarded exploration progress in the possibility that further North Sea. After storms in which 100 m.p.h. winds and 50 It lies across the dividing line between Conoco's block and 80 foot waves battered the rigs, both Shell's Statoil and BP's Sea Quest have had to put into port for several weeks of repairs. Drilling on many of the northern wells, including the crucial Burmah and BP/Ranger holes on 3/3 and 3/8, has been delayed and rig moves are behind schedule. After the rather mild winters of the past two years, the exploration industry is beginning to fear that the much-predicted "winter of discontent" has arrived.

One intriguing aspect of drilling in this area, which the much-predicted "winter of discontent" has arrived.

Conoco well may throw some light on, is the persistent report in the industry that a new producing horizon deeper than the Jurassic (in which the major finds have so far been made) has been established. Suggestions vary as to whether this horizon is Triassic or, just possibly, Devonian sandstone. The oil companies in the region are so far proving extremely coy about revealing anything—particularly in view of the new round of Norwegian licences now being considered by the Oslo Government.

One strong suggestion is that it was the confirmation of this new producing zone, rather than an extension of the field's size, that caused Shell/Esso to upgrade the reserves in its massive Brent Field recently by 50 per cent. If this is so, and has some promise of proving commercial. But the well has to look more to Frigg for the necessary supplies.

Such a result, while not to try a different approach. Occidental's rig, the Ocean Victory, now has been moved to drill a seventh well on block 15/17, where it spudded-in last week. The latest well is wild.

The latest well was an attempt to return to its suspended well on block 21/30, just west of Auk, in about two to three weeks.

Both wells were well advanced when the storms interrupted progress. The decision of the two companies to return to the locations—especially in the case

of BP, which was thought to have virtually completed its well—suggest that they are planning deep well trials.

In new rig movements the most important but by Mobil's decision to move the new

Clyde Petroleum exploration investment concern, Wasse I semi-submersible to drill the first well on the Norwegian block 33/12. The

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Big shareholders 'should be subject to insider laws'

BY NICHOLAS OWEN

MAJOR SHAREHOLDERS should be liable to prosecution for being "insiders" who deal in the Government plans for Company Law reform, urges Justice, the British section of the International Commission of Jurists.

In a memorandum to the Department of Trade and Industry, Justice comments: "Major shareholders, particularly if they are members of a controlling group, often have regular access to information not available to the general public, and we do not see why they should not be treated as insiders."

The ICI considers that the Stock Exchange's present 10 per cent requirement should be the level at which individual shareholding should be disclosed.

Companies should issue half-year directors' reports says Justice, "which would contain the same information as the annual report, with the exception of such information as of little commercial significance, such as political or charitable contributions, or would require an additional audit."

HOME CONTRACT

Coal order worth £1m. for Murphy

The Murphy Group has won a contract worth over £1m. for the recovery of 400,000 tons of coal for industrial use at the reclamation of about 150 acres of the Telford New Town development. The contract has been placed by the National Coal Board's Opencast Executive. The work involved should be about three years.

Varia (Great Britain) has awarded a £160,000 Home Contract to supply recharged batteries to be used with the Pockekone, Pye, French, Alcater, and Burndepot BE 5 pocket sets.

Allen Brothers (Lancashire) has commenced work in the construction of a three-storey office block in Southport. The contract, awarded by Stephen House Properties, is worth £200,000, and due for completion in November.

Cementation Construction has been awarded a contract worth £1.5m. for Phase 2 of a development at the Deptford Power Station. The work includes demolishing buildings, constructing roads, drains and service divisions and building a new substation so that the building can continue while new block assembly hall is built.

Drake and Scull Engineers has received four orders, total worth more than £1.25m., for mechanical and electrical services.

A £75,000 contract has been awarded by the South West Regional Hospital Board for mechanical services in the £2.3m. district general hospital Barnstaple.

Mechanical and electrical work for the air conditioning headquarters offices of Balfour Beatty and Portcullis Group in Bath, valued at £225,000. Drake and Scull are also responsible for the design of the engineering services.

Express Dairy Foods has ordered air conditioning and electrical installations for a cheese factory near Exeter.

Mechanical services for a new air conditioned office block, Temple Street, Swindon, are to be engineered under a contract worth £211,000.

North East campaign for engineering training

FINANCIAL TIMES REPORTER

A GOVERNMENT campaign was launched yesterday to encourage engineering training in the North-East which, despite its unhealthy position in the unemployment league, has a serious shortage of skilled labour.

Mr. Dudley Smith, Under-Secretary at the Department of Employment, told a conference of employers and trade unions at Washington, County Durham, that training programmes will be stepped up over the next two years.

Engineering in the region needs 700 workers, chiefly welders. More than 100 companies are paying the wages of men who agree to take engineering courses at the region's six Government training centres.

The Department of Employment is to sponsor training weeks in selected towns. The old bogey of January and their results will be passed to a university research team.

A spokesman for the Hotels, Restaurants and Caterers' Association said the problem involved both recruitment and retaining existing staff.

Over the next two years the Department of Employment in

tends to raise the number of places on Government- and company-sponsored courses in the region from 3,674 to more than 5,000.

In addition to asking employers and unions to urge unskilled workers to undertake training the Department of Employment is also mounting a two-week advertising campaign.

STUDY OF HOTELS STAFF SHORTAGE

The hotel and catering industry in the North-East is to set up a study group to examine reasons for a staff shortage there. Interviewers will visit a third of the area's hotels and restaurants in January and their results will be passed to a university research team.

Young people leaving home start a new life in London, by former mental patients who are increasingly being returned to society in order to ease the pressure on hospitals. When many areas, there is no community care available.

Single people
Another note of alarm about the housing situation was sounded yesterday by the charitable organisation Crisis at Christmas, which said more single people were becoming homeless than ever before. The pressure on the relief agencies involved indicated that the month's rent on a bed-sitter doubled between December last year and June this year.

Rent advance
Figures published by the Department of Health and Social Security show there were 767 homeless families (2,402 people) in such lodgings compared with 375 families (1,185 people) six months earlier.

Mr. Sherman said: "We have pressed the Government for months for the powers and money to tackle the emergency. How much worse must the situation get before there is a response?"

Nearly 2,000 people were admitted to other Borough-run hostels where to live was swelled by to set up "supportive" hostels.

London facing 'emergency' over housing and homeless

FINANCIAL TIMES REPORTER

LONDON FACES a state of temporary lodgings and to emergency in housing. Mr. Lou Sherman, chairman of the London Boroughs Association, said yesterday. He was commenting on the news that the number of people living in bed-and-breakfast accommodation paid for by the 32 boroughs doubled between December last year and June this year.

Figures published by the Department of Health and Social Security show there were 767 homeless families (2,402 people) in such lodgings compared with 375 families (1,185 people) six months earlier.

Mr. Sherman said: "We have pressed the Government for the fact that the number of common lodgings houses beds is shrinking because rising property values make the hostels uneconomic.

In addition, the numbers of single people looking for some admitted to other Borough-run hostels where to live was swelled by to set up "supportive" hostels.

In the longer term, the Government could consider financing common lodgings houses for single wage-earners. Local authorities should be encouraged to place more emphasis on single people in their housing programmes, and voluntary agencies should be encouraged to set up "supportive" hostels.

The agency attributed this to the fact that the number of common lodgings houses beds is shrinking because rising property values make the hostels uneconomic.

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The Financial Times is sponsoring a yacht in the Round Britain and Transatlantic races. DAVID PALMER, who will sail her, reports

A trimaran to face the Atlantic challenge

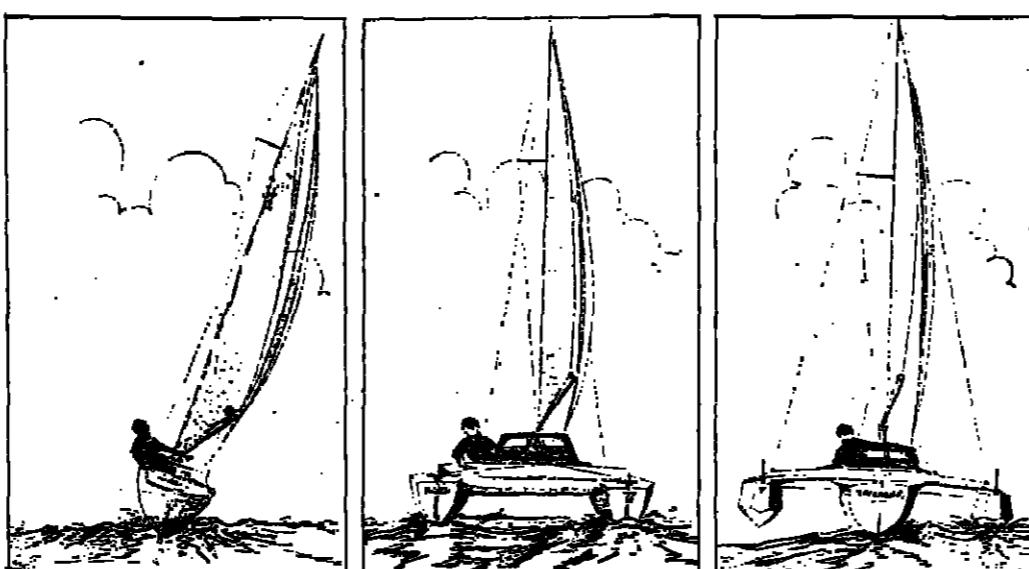
HE WILL be called "FT." She will be just under 35 feet long, and just under 28 feet on the waterline. Her centre hull looks rather like a sleek, well-made cigar, her two outriggers as sharp and narrow as knife-blades. She will, of course, be painted pink—FT salmon pink. She will probably be launched on March 2.

"She" is a racing trimaran. She is now roughly half built. In 1976, she will enter the Observer Singlehanded Transatlantic Race. Next year, to arm up for the Atlantic, she will race in the Observer Round Britain Race, the principal offshore event in Britain next summer. In both races, she will be competing for the small boat

title. The co-helmman for the two-man Round Britain Race will be Luke FitzHerbert, an experienced ocean racing crew who works for the Sisco division of Singer developing computer generated microfilm systems. Last January and February, we had a series of meetings with boat designers, and discussed every possible option, including even a hydrofoil catamaran.

Out of these discussions came the first and most critical decision we took. The boat was not going to be revolutionary (as a hydrofoil cat, for instance, would have been). A proven designer would be chosen, and asked to develop his existing design to suit our requirements. Since then all suggestions of new and/or revolutionary equipment have also been turned down. Every fitting on the boat will have been on the market at least two years.

The logic of these two decisions is simple. To win either of these two races, the construction of the boat must



A traditional Monohull (left) relies for stability on a heavy lead keel. Advantages: virtually uncapsizable, stronger construction. Disadvantages: slower speed; in a wind heels over, less comfortable; if holed, sinks. Multihulls (catamaran centre, trimaran right) are kept upright by their width, on the same principle as a raft. Advantages: faster because lighter; more comfortable (virtually no heeling in a wind); stay afloat if holed. Disadvantage: in extreme conditions, may capsize, and once over are virtually unrightable without assistance. A trimaran, with most of its weight on the centre hull, is widely regarded as more stable than a cat, but cat enthusiasts dispute this.

be trouble-free. The history of sailor to do the things that on since a single-handed sailor both races is littered with a normal ocean racing boat could only use one winch at a time, the boat should only have potential winners who did not share between nine crew, the boat should only have one winch. The idea lasted about a week before it more handers have been built and impractical sides emerged. But

the deck design will however be designed by people who thought even now, we only have four bands are being built and impractical sides emerged. But

the logic of these two decisions is simple. To win either of these two races, the construction of the boat must

Kelsall, who specialises in boat design, has promised the kind of challenge, an organisation has been formed to beat the French Kelsall won the 1968 Round Britain Race in one of his trimaran designs. He was an early leader in the 1964 Transatlantic race before his rudder was carried away by an underwater object.

What of the race rivals? One is the British Challengers Association, chairman of which is Francis Chichester, who has a single-handed record from Europe to Australia; another, with a committee bristling with yachting businessmen, BCA is Eric Tabary, has been averaging more than 200 miles a day building a 70-foot long Mac in his new trimaran in the Whitbread Alpine-Downie designed cat, to be sailed by round the world in the 1970 Round Britain race.

These two are expected to lead the French challenge in a budget of £60,000. She will be called British Oxygen, which is also chief sponsor. From America, a U.S. newspaper publisher, Philip Weld, is bringing over a 61-foot Dick Newick designed trimaran to be called Gulf Streamer. He finished third in the 1970 Round Britain race.

Other designs of his have been outstanding performers. He is also in a position to build a boat at his own yard—no problems there about non-communication between designer and builder.

In June, the Financial Times said it would sponsor the boat; in July, Hood Sailmakers agreed to do the sails, and international Yacht Equipment to do the spars. I say "agreed" because Peter Dove of Hood and Terry Pearce of IYE were also asked to attend design meetings. At the end of the last meeting, it was confidently agreed that the boat was uncapsizable, and that everything would work. We'll see.

More recently, much thought has gone into decisions about winches and instruments. For such un-British activities as planning their challenges well in advance, going into strict training months before the race, and only being satisfied if they is at least one all-girl crew. It already looks like a record entry, and the one near-certainly is that the course records, both

—people kept saying how sophisticated Gibb's competitors were, but how sturdy Gibb was they have not yet entered any race (one presumes they will) to be broken in all classes. That is the speed at which development of this kind of sailing is moving.

Hard-fought

The small class for the Round Britain Race specifies boats under 35 feet overall: for the Transatlantic Race, the limit is under 28 feet on the waterline.

The same boat, I feel, can win both prizes, although a 28-foot waterline will not be ideal for Round Britain. To some extent, boat's maximum speed is governed by its waterline length, so that in the Round Britain, FT will have to compete against boats that are potentially faster.

Why the small class? This is here much the best racing will be found, and where there will be much the biggest entry.

City planning clause to help small businesses

BY PETER RIDDELL, PROPERTY CORRESPONDENT

Y A MAJOR move aimed at helping professional bodies and small businesses in their search for space in the City is to be decided yesterday that in certain cases will impose a condition in planning permissions requiring the provision of small units.

At its meeting yesterday, the council approved an application

annual statements—continued

SOCIETE INTERNATIONALE PIRELLI S.A.

BASLE, SWITZERLAND.

The Annual General Meeting of SOCIETE INTERNATIONALE PIRELLI S.A. was held in Basle on October 24, 1973 and the following is a summary of the report and Accounts for the financial year ended June 30, 1973.

The financial year 1972-73 ended with a net profit of Frs.25.37m. as compared with Frs.28.11m. the previous year. These results were considered satisfactory bearing in mind the general monetary instability, currency revaluations and inflation throughout Europe, which particularly affect the activities, often unjustly maligned, of multinational companies.

Pirelli/Dunlop Joint Venture
Provision has been made for losses on Pirelli S.p.A. shares to Stock Exchange quotations; the Italian affiliate of the latter, Industrial Pirelli S.p.A., in which the industrial activities are concentrated, has been entirely reorganized under a 5-year plan. Prospects for the new DENOVO tyre are most promising.

Activities in the U.K.
Sales for Pirelli Limited were considerably above those for the previous year, especially in the tire sector, and enabled a gross dividend of 17 per cent. to be distributed. The run of business

Pirelli General Cable Works limited continued to be favourable and the sales in 1972 reached the very high level of the previous year; an unchanged gross dividend of 12.5 per cent. was distributed.

Other Affiliates

In Spain, the turnover of products Pirelli S.A. increased 19 per cent. A gross dividend of 6 per cent. was distributed.

Although sales of the Greek affiliate, Pirelli Hellas S.A., were in above those of the previous year, profit margins were narrower and the gross dividend distributed was reduced accordingly from 10 to 9 per cent.

In Turkey the big improvement in the local economy reflected in sizeable growth both demand for and sales of company's products. A gross dividend of 20 per cent. was paid, while 1973 is showing further growth in turnover, but profits of production and overheads are rising at about the same rate.

in Canada and Mexico results were reasonably satisfactory; they were again very good in 1973 in connection with the expansion of the country, in view of unsettled economic and financial conditions.

Argentina and Peru, the level of business in these countries is well maintained.

Results

The balance sheet total at June 30, 1973 amounted to Frs.721.73m., a reduction of Frs.17.95m. compared with a year, which was due to a reduction in the company's investments in affiliates and repayment of bank accommodation.

It was proposed to distribute a dividend of Sw.Fr.1.10 gross share, equivalent to Frs.9.50 after tax, payable on October 26, 1973 against the Report, the Accounts and Proposals put forward by the

condition has been included in a permission although there has been increasing concern expressed by both the City Corporation and a number of representative bodies about the worsening plight of small businesses looking for space in the City.

Apart from rising rents, the essential problem has been that many new developments are intended for either a single tenant or only three or four occupiers, and premises used by small businesses have had to be demolished to make way for these schemes.

Legal points

Until now, however, the problem has been that the City Corporation as a local planning authority has felt unable because of legal uncertainties to insert a condition in a planning permission requiring developers to provide small units.

The situation has changed because of a recent decision about a planning appeal so that the Corporation sought counsel's opinion on the validity of including a condition in a planning permission on the division into self-contained units of offices and restricting the occupation to a particular profession or business.

Counsel advised that this condition could be imposed so that the Corporation now hopes that some progress can be made providing office space along these lines in suitable cases.

The Corporation has already been working in this direction by arranging for certain land owned by itself and under its control to be developed in small units for professional firms. MEPC itself is at present developing a building block over Mansion House tube station to be divided into small units.

Air Board target is 8% return

Financial Times Reporter

IT WOULD be reasonable to expect the British Airways Board to achieve a return of 8 per cent. on its net assets during its first three years of life. Mr. Michael Nesete, Minister for Aerospace and Shipping, maintained yesterday.

So this would accordingly be formally fixed as the Board's financial objective for the period 1972-75, he said in a written Parliamentary reply.

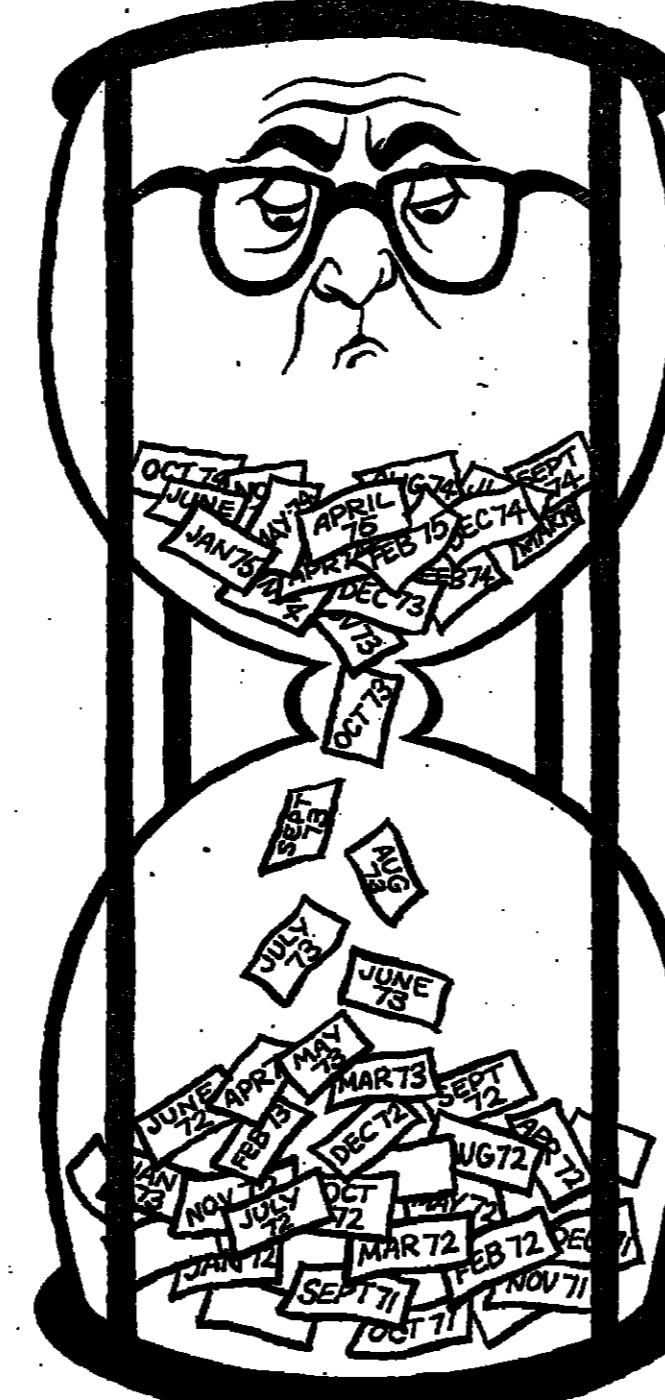
In the year to March, 1973, the Board made an operating surplus of £31.9m. on net assets of £502m. A return of 8 per cent. on these assets would have involved a £42m. surplus.

In another written reply the Minister said the two air corporations which were merged to form the Board would be finally dissolved on April 1.

Referring to the change, Michael Donnan writes: The Department of Trade and Industry, in a comment on the third report from Mr. David Nicolson, chairman of the Board, says "satisfactory progress" has been made in merging BOAC and BEA into one airline. Already the name British Airways is being used increasingly.

Employers: Time is running out. Get your pensions plans worked out now.

Don't be lulled into a false sense of security. You may think you've got plenty of time to introduce a Recognised Company Pension Scheme (RecomPension Scheme for short). But your advisers—the people who have to do the work—don't have much time at all. Long before April 1975 the available advice will be in very scarce supply. Leave things till the last minute and your company could be left out in the cold.



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1 Tell your advisers you want a RecomPension Scheme

If you already operate a scheme, they'll tell you what amendments are necessary to get it recognised. If you want to run a company pension scheme for the first time—they'll be able to tell you what sort of scheme would suit your company best.

2 Study the facts. Be ready to act on professional advice

Valuable time can be lost if you are not ready to act right away.

3 Allow time for minor amendments

Because a RecomPension Scheme is individually 'tailored' to your business, you must allow time for your advisers to tie up final details.

4 Put your RecomPension plans up for approval by your board

Make your own assessment of how much time must be allowed for obtaining Board approval.

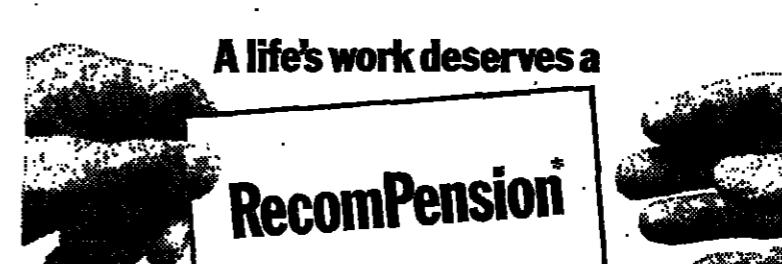
5 Tell your employees about it

You have probably already consulted employee representatives, but in any case you must give employees two months' formal notice that you intend to apply to the Occupational Pensions Board for your scheme to be recognised.

6 Apply to the Occupational Pensions Board for recognition

After you have made application to the Occupational Pensions Board, your employees must have at least another 14 days in which to make representations to the Board.

Expert help from your advisers will guide you through this action plan, but if you haven't taken the first step already, today is the time to act.



A life's work deserves a

RecomPension*

A Recognised Company Pension (RecomPension for short) is a name given to a company pension which meets the new Government standards for pensions set out in the Social Security Act 1973. You can get specific advice on RecomPension Schemes from your usual advisers, and general information is available from the sponsor of this advertisement, the Company Pensions Information Centre, 7 Old Park Lane, London W1Y 3LJ. Telephone: 01-493 4757

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City

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**APPOINTMENTS
ALSO APPEAR TODAY
ON PAGE 16**

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The Executive's World

EDITED BY
JOHN TRAFFORD

Where Europe stands on multinationals

BY A. H. HERMANN



Alciero Spinelli, right, EC Commissioner in charge of industrial policy, and his Director-General, Ronald Grierson, left, do not seem to agree on multinationals.

E attempt to organise a European front on the multinationals is getting a mixed reception in the inner chambers of the Brussels Commission. The ideas were promoted by Sr. Alciero Spinelli, the Commissioner in charge of Industrial Policy. But his Director-General, Ronald Grierson, opted out of the discussions and rumours had it last summer that he had left the Commission and returned to merchant banking in London than put his name to the documents. It seems that the Commission's proposals will have an even more difficult time in the Council of Ministers, to say nothing of the opposition building up in member countries. The U.S. and Japan became more attractive, one can expect that the EEC, already a major exporter and importer of capital, will invest more than ever overseas. Defensive attitudes towards foreign investments in Europe could therefore damage the EEC's own interests abroad.

No such unanimous support can be expected from British industry when it comes to the controls proposed by the Commission. The Commission, it is claimed, does not really know how multinationals companies operate and over-estimates their power to do mischief, particularly in the tax field. It is also claimed that many of the alleged abuses are not peculiar to the multinationals, and are pinned on them by the media. This is probably a rather extreme example of special pleading. But the recommendations that issues which are specific to multinationals should be separated from those affecting all companies, and that the problems of direct inward and outward investment, are probably sound.

National laws

The disadvantages of multinational enterprises, it is argued, relate always to a particular country. The conclusion drawn from this is that they can be best dealt with by national laws, inter-governmental agreements, but never by negotiations with multinationals trade unions.

The view of British firms seems to be that it is improper for EEC even to encourage trades that any change might be for the

unions to organise a counter-weight to the multinationals although the arguments sound rather weak. They point out that both the multinationals and international trade unions operate on a much wider base than the Nine countries of the EEC.

Worse leads many companies to feel that Articles 85 and 86 of the Treaty provide adequate safeguards against the distortions of competition affecting trade between member States.

There is support for the proposal that member-States should have a City-type code for takeovers and that stock exchange authorities should keep each other better informed. But there is opposition to the idea that the Commission should refuse authorisation for any proposed investment (whether it is a takeover or not) on the mere suspicion of tax evasion. And the idea of restrictions on the methods of financing takeovers does not seem to be favoured by British industry.

The measures proposed to stop evasion of taxation are even more strongly opposed, and many British companies can be expected to complain that they in fact suffer by present tax laws. The possibility of multinationals switching profits to countries where they have the greatest tax advantages is discounted: the

multinationals assert they are more concerned with avoiding double taxation than escaping taxation altogether.

The accusations that multinationals contribute to monetary instability by moving their cash from country to country is countered by the argument that the Commission over-estimates the amount of liquidity which multinationals can keep without impairing their return on capital, and by reference to British and American Government controls on the movement of spares balances between currencies.

There is a special law relating to groups of companies in West Germany, but most British firms seem to feel it is unnecessary and inequitable to try and extend it to the Community as a whole. It is claimed that parent companies are generally not managing the affairs of their subsidiaries in another country, and attempts to establish unified management for groups would not only be impractical but also cause difficulties between the EEC member governments.

On the relations of the multinationals with developing countries, British companies seem to think that the Commission should be a defender of the developing countries' interest and that it is unlikely that these governments would welcome such a paternalistic attitude.

There is support for the idea that member-States should have a City-type code for takeovers and that stock exchange authorities should keep each other better informed.

It is argued that to use controls against mergers or acquisitions which do not seem essential for economic efficiency and moreover conflict with public opinion and the government's would lead to great uncertainty. To base control on mere size, without reference to the relevant market, is also seen as objectionable because it might frustrate desirable mergers.

British firms seem to be inclined to discount the uncertainties of EEC monopoly control. After the Continental Can decision the fear is that it is likely to take with the

EEC even to encourage trades that any change might be for the

INDUSTRIAL TRAINING

How the Charente helps employers

BY ELSBETH GANGURN

GEORGES AUDOUZE, the director of the Centre Interprofessionnel de Formation et de Formation at Angoulême, in the Charente region of France, is prepared to "undertake new activities according to the needs and development of local industry." Though it sounds bland, this is an enormous promise, because already this thriving, free-year-old training centre achieves some 80 different jobs, from sheet metal work, fitting, turning or milling to bricklaying, and decorating, and from toolmaking, tailoring, butchery, baking to printing, foreign languages, and commercial skills.

But in hitching this vast young enterprise, which is imbibed by the local Chamber of Commerce and industry, to its quest for industrial newcomers to the area the Charente hopes to attract employers for workers who would new factories, but the Charente

otherwise leave the region. True, Britain has its Government Training Centres, willing to train labour for new ventures in the regions. But they do not begin to compare with the centre at Angoulême, nor, indeed, with others I have seen in France.

The Charente region is, roughly, in the middle-west of France, not far from La Rochelle and Bordeaux. Its two main towns are Cognac, of brandy-making fame, and Angoulême.

Thirty-seven per cent of the work force is employed in brandy making, and there are some 34,000 jobs in agriculture. The fear is that as the farms employ fewer and fewer people, the region will lose young people in increasing numbers. About 1,000, most of them youngsters with a craftsman's certificate, are said to be going away every year. There are already some

300,000 jobs in the Charente, the centre from the State, the other

wants more, including foreign half was a loan from the local Chamber of Commerce. The certainly has plenty of training opportunities, in the best French tradition. There are the usual schools, but there are also nine technical colleges, an academy of arts and crafts, an adult training centre run by the Ministry of Labour, an advanced business school, as well as the "bosses" centre, as the Chamber of Commerce and Industry training centre is called locally. And it is obviously these "bosses" who can bring pressure to bear on M. Audouze to cater for the specific needs of the ill.

Not that M. Audouze would need to be put under pressure. Like other principals I have met in France, he, too, is a great training enthusiast. The centre was built three years ago at a cost of Fr.200 million. Half of this sum

came from the State, the other

part-time trainees are paid by their employers. Training itself is free. The necessary funds come from "State grants, local authority grants, the Chamber of Commerce, and training taxes."

French employers, of course, pay 0.5 per cent of payroll in young trainee, or apprentices tax. They also have to pay another 0.8 per cent (going up to 2 per cent by 1976) in general training tax to fund further training. It is to the employers' advantage, in fact, to come to an arrangement with a training centre, covering instruction of their employees for periods of three years. (The training plan, incidentally, must be approved by the works committee.)

Once the boys and girls are 16, they may get an employment contract with a company, and still spend 12 to 20 hours a week at the centre. Or they may continue to train full time. By the time they are 18, they should have qualified, by examination, for CAP, the craftsman's certificate.

M. Audouze is against the practice of evening or weekend classes for adults. Such practice was "inhuman," he said. At Angoulême, he teaches them to the age of 80 and during the day. Full-time the adults are trained for 30 to 40 hours a week. While they train, they are paid 90 per cent to 120 per cent of the appropriate official minimum salary or wage. If they are still under 18, they receive

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The perks count more than ever

BY ROY LEVINE

THE STOCK market slump may surveys published earlier this year indicated that these types of benefits were infiltrating down to middle and lower management levels.

The Inburecon/AIC study, for example, showed that free medical insurance was enjoyed by 26.4 per cent of all salaried employees in its sample against 17.3 per cent in 1972. A new trend was company assistance with house purchase.

This trend is not surprising in a time of pay restraint, as managers at all levels negotiate compensation for slower rises in direct pay.

Another factor is that, according to Etheridge, the tax structure is still regarded by many top managers as penal, even though the top marginal rate of tax was reduced to 75 per cent in 1973. So the preference is for types of compensation which do not increase tax liability.

But British companies appear opposed to any action that would weaken the protection of patents and other industrial property rights. They do not like the idea of control over licensing fees. On the other hand, it is felt that the elimination of technical barriers to trade requires co-ordination both with outsiders to avoid unrealistic demands and wasted effort.

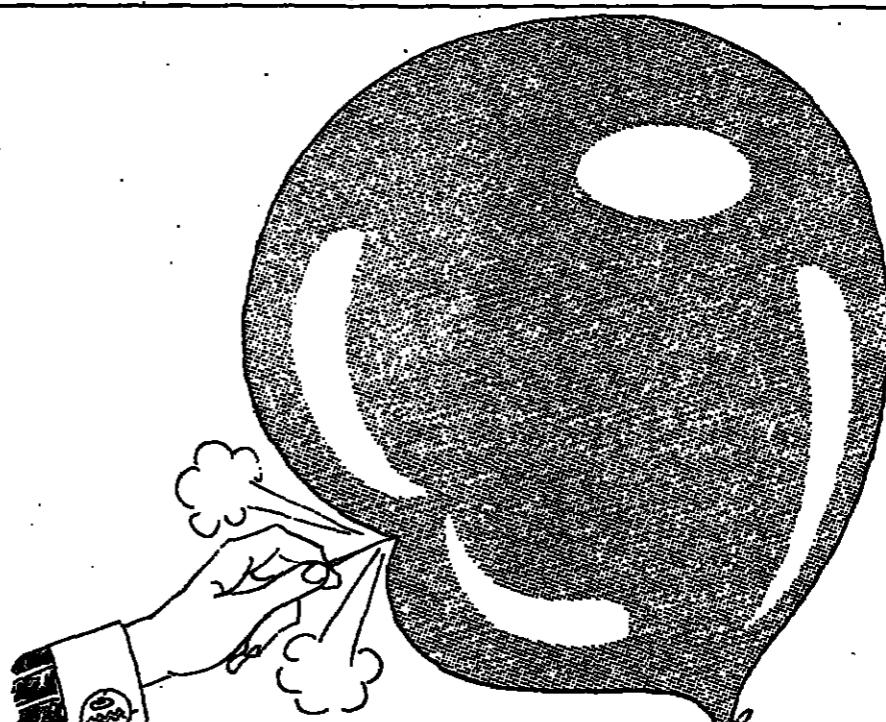
There is a feeling that in certain sectors time is running out for successful exploitation of European technology. Thus the Commission's programme for selective assistance to build up a European counter-force to overseas competition, is gratefully accepted. The Commission so often distanced will be applauded if it uses its influence on member Governments to speed up programmes of State aid to industry.

| Sample | % |
|----------------------------|----|
| Salary | 98 |
| Bonus/profit sharing | 31 |
| Equity participation | 20 |
| Car | 87 |
| Pension (contributory) | 36 |
| Pension (non-contributory) | 36 |
| Life insurance | 55 |
| Health insurance | 37 |
| Housing loans, etc. | 7 |
| Children's education | 4 |

Over a quarter of the compensation packages were negotiable, either at the time of appointment or subsequently. It is here that Etheridge has clearly pinpointed a need. Companies can meet that need by being more flexible with their remuneration and tailoring a package to suit individual needs. By rearranging the various components which go to make up a package, a company can increase remuneration to each employee at no additional cost to overheads.

Meanwhile, strides are being made in the general field of employee benefits. Last week Allied Breweries introduced comprehensive disability allowances for its 50,000 employees and Cadbury Schweppes announced proposals for its share savings scheme linked to SAYE for its 20,000 employees.

This type of scheme was part of the Finance Act 1973 and was specifically excluded from the restrictions under Stage Three. It is estimated that schemes of this type already in the pipeline would affect some 200,000 people.



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FRIDAY NOVEMBER 30 1973

Scrambling for money

WHEN INTEREST RATES are ruled out as positively as the high, borrowers prefer to keep Building Societies Association their commitments as short as did until recently, arguing that possible and short-term interest rates tend to rise in relation to long. Even before the Bank of England raised Bank Rate and called for further special deposits a fortnight ago, both banks and local authorities had for some time been pushing up their short-term debt—as can be seen, for example, in yesterday's official analysis of certificates of deposit issued during the month of October. In the past couple of weeks, with credit both scarcer and dearer and the oil situation obscure, this tendency may have become still more marked.

The implications of this scramble for short-term funds for the present policy of Competition and Credit Control—the spirit of which has already been considerably diluted—are at present being examined both by the authorities and by the clearing banks themselves. But there are wider implications, of considerable concern to the public in general. Mortgage rates, despite Government intervention and Government protests, have already had to be raised to 11 per cent. The rise in the investment rate which was responsible for this rise was at first successful in achieving its object, and the net inflow of funds to building societies rose from the mere £22m. of September to a more reasonable (though still relatively low) figure of £127m. in October. The inflow continued at much the same rate in November until the Government intervened to raise interest rates in general. Since then it has fallen off sharply.

Credit control

December, when withdrawals rise to finance Christmas spending, is always a poor month for building societies: January, when the credit squeeze (unless there is some shift of policy) is likely to be tight, may not be much better. Although building society chairmen are naturally reluctant to look forward in conditions as uncertain as these, the possibility of a further rise in investment and mortgage rates cannot be monetary to fiscal control.

Mr. Brezhnev offers his friendship

MR. LEONID BREZHNEV'S visit to Delhi and the economic and political agreements between India and the Soviet Union clearly mark an important step in linking the two countries. The texts of the four accords, to be published today, may show precisely how closely they are harnessed together, but the Soviet Union in any case has advanced beyond the stage of being India's most important trading partner and its best friend. Before things go any further, the countries of the West could do well to reassess and strengthen their own friendship with India.

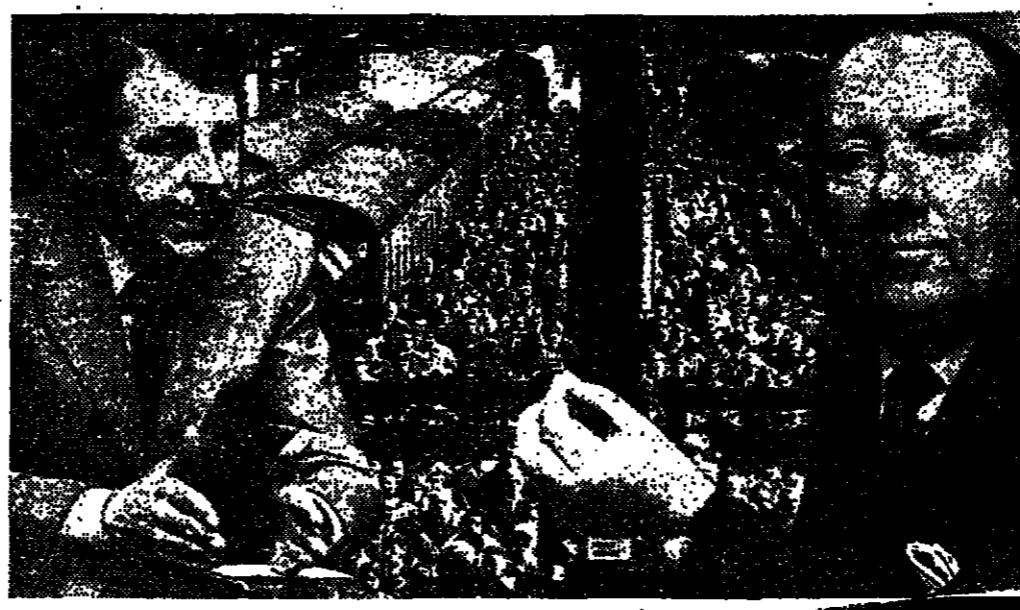
The promise of renewed Soviet aid and friendship have come at a crucial time for India when Mrs. Gandhi may have felt herself looking round for other friends, but finding none. The Fifth Five Year Plan is still being discussed, but it seems likely that already reduced targets will have to be cut again. Indians may be wondering where they are going to get the resources from merely to keep the country and its vast population on an even keel. In each of the past two years per capita income in real terms has fallen, largely because of external factors.

Other nations have been too preoccupied with their own last two days Mrs. Gandhi is still leading India on the difficult path of accepting aid from Moscow while remaining outside its orbit.

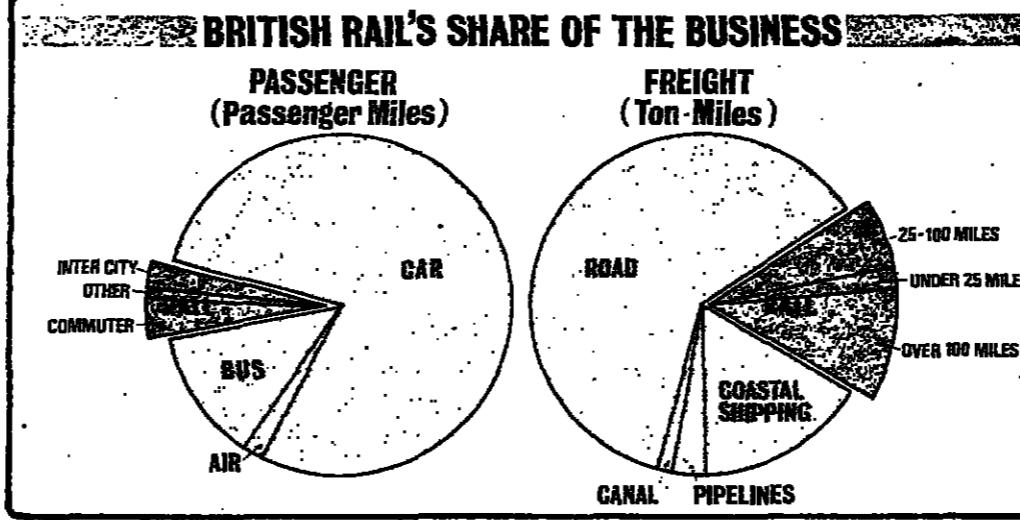
With some reason, India feels let down by the West. The U.S. Government's role during 1971 during the 1971 war. The fact that the U.S. is busy arming Iran has also been noted with alarm in Delhi. Nor is India pleased that the Shah is passing on weapons to Pakistan. Britain, which might previously have exercised a special influence, has joined the European Economic Community, which as India is finding out painfully, is a hard-headed organisation. India looks with envy at the special concessions given to smaller African countries by the EEC and discovers that its own special relationship with Britain has paid no such dividends.

We have just seen a total reversal of all previous rail policies, Labour or Tory. By Colin Jones

Railways become 'necessary' rather than 'commercial'



Mr. Richard Marsh, chairman of British Rail (left), and Transport Minister Mr. John Peyton.



relationship with British Rail be grammatical for the rest of the railways in 1968 always looked

squared with the rules covering

1970s.

The object, basically, is to

raise the quality of existing rail

services. About half of the next

five years' investment will be

spent on track and signalling

improvements—such as con-

tinuous welded rail and colour

light signalling—to improve run-

ning speeds, and reduce maintenance

and operating costs. Another

third or so will go on better

passenger facilities—new rolling

stock and more electrification

for commuter services, particularly in the London and South-

East commuter area, the intro-

duction of high-speed diesel

services on at least the London-

Bristol-South Wales route, fur-

ther development of the

Advanced Passenger Train, and

eventually perhaps more main

line electrification. Part of the

existing assets to the level of

expected future earnings, and

these earnings were never

expected to be sufficient to

allow for full replacement of

the railway's freight busi-

ness, to enable heavier loads

to be run at higher speeds.

But the bigger develop-

ment programme, the larger of British Rail's business. Thus,

the financial support that British

Rail will need. This basically, parts of the "commercial

system" which were widely

known to be losing money—

directly with road transport and which has to begin or end

in such as much of the wagon-load to some extent with pipelines built-up areas.

MEN AND MATTERS

Instant cash for voluntary groups

The old sure with voluntary housing groups is immediate finance. Even now, when with the Government actively supporting housing associations as one solution to the problems of rented residential property, long-term finance should in time be available from local authorities or Lord Goodman's Housing Corporation.

What is offering much needed supplies of crude oil, help with oil exploration and with building steel and heavy engineering plants—all on top of the 2m. tonnes of foodgrains supplied earlier this year.

True, there is a good payoff for the Soviet Union, even if Mrs. Gandhi should fall short of promising naval facilities in India. The Indian Ocean is likely to be a vital area in the next few years and it is important to have friends in the region. The Kremlin will also be happy with India's influence on Afghanistan.

The promise of renewed Soviet aid and friendship have come at a crucial time for India when Mrs. Gandhi may have felt herself looking round for other friends, but finding none. The Fifth Five Year Plan is still being discussed, but it seems likely that already reduced targets will have to be cut again.

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Euromen

European Banking Company, the new merchant bank set up by EBIC, one of the oldest and possibly the closest-knit of the European banking consortia, continues to buy expensive banking talent. The latest recruit under Stanislaw Yassouwicz ex-White Weld is James

Chandler, a Briton who has been running Morgan Guaranty's Euro-clear operation in Brussels. He is to be called principal administrative officer and the significance of his appointment is not hard to see:

European Banking aims to exploit a growing market in Eurosecurities of all sorts, so someone from Euro-clear, established as the clearing system for Eurobonds but now involved in many other sorts of business, has the right experience.

Just how far, and fast, European Banking can go, for instance, acting as a market maker in "Euro-equities" is not certain. But given share-

holders such as Deutsche Bank, in engineering, and devised a system which he eventually sold to Cumulus in August 1971. This is not at all, he says, like the techniques used on gilts, which simply "look for anomalies." His system, covering 600 U.K. securities and 4,000 world wide, tries regularly to isolate shares which are "rising relative to the rest."

So how is it going? Well enough for Coggan, Smith, the subsidiary which produces the figures for Cumulus, to be opening a new office with its own £50,000 computer to-day. It strikes a pleasant historical note that this should be in Nottingham: the Smith family hails from Nottingham, where it first struck upon the concept of branch banking, the idea which insulated banks against the fortunes of one town.

As for Cumulus, it is not, says Coggan an altogether reliable guide to his system, since it still has holdings inherited from former days. But last year it did 3.5 per cent. better than the All-Share Index, while his "notional model portfolio" has, he claims, outperformed the Index by 10 per cent. for the past three years. Not something, perhaps, that other investment managers would want to hear. But Coggan says the brokers are happy: his system makes for active trading.

Birds and boobs

"How do people first learn about sex?" asks the Family Planning Association in a circular. To help us all it has produced a booklet. It contains, it says, "a wealth of useful facts and figures, some of which I hope you will consider worthy of reproduction."

We are trying.



"I wasn't worried until people started ringing up to say I was as sane as Enoch any day."

Computerising Cumulus

There has been precious little excitement in the investment trust world of late beyond that generated by watching the bottom fall out of the market. Indeed, says John Smith, chairman of Cumulus Investment Trust, he has always felt

that "trusts are frightfully lethargic." So it is not altogether surprising that Smith, a director of Coutts, should have got together with Dr. George Coggan, an ex-Nottingham University don, to use Coggan's computerised investment system on Cumulus.

Coggan is a chemical engineer who thought the stock market would respond to certain process control techniques used

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Observer

New rules needed for the bargaining game

WHEN THE miners operate an overtime ban in defiance of government entreaties are they damaging the economy, frustrating a central policy of the Government and seriously undermining, if not actually destroying, its ability to govern? The Prime Minister and his colleagues are united with Mr. Lawrence Daly and the Left-wing of the Labour Party in believing that the NUM are acting politically at this moment. The Opposition Front bench agrees with Mr. Joe Gormley and, I imagine, most of the rank and file of the union in maintaining that they simply want the money and are there in the economic field. Who right? This is no idle question, lies at the centre, not merely of the Government's present confrontation with the miners, but of all major industrial disputes in Britain to-day.

Moreover, it leads straight to a related problem. Assuming that we could agree upon the boundaries of the political, here are the limits of constitutional propriety? Tradition offers a ready-made answer: a union in acting properly if it is merely endeavouring to improve the conditions and wages of its members, and improperly if it is seeking to overthrow an elected Government or render powerless. The trouble is that its answer no longer fits the

reason for this is sometimes held to be that the public sector is now so large that the Government is an employer in many important cases as well as custodian of the national interest. One often hears it advanced as one of the main arguments for de-nationalisation that the demise of State industry would clear the Government of this difficulty of wearing two incompatible hats at once. There is some truth in this, but unfortunately it is not because of anything Mr. Daly as that. As Professor as said, it makes no difference whether he, or any, or all of points out in an interesting article in the Autumn number they are trying to bring down of "Government and Opposition". The objective fact is that the Government or "break out," the whole capitalist economy is one in which economic



The president of the NUM, Mr. Joe Gormley (left), and the general secretary, Mr. Lawrence Daly (centre), arrive at Downing Street: "Playing politics or economics?"

management now may be considered as nothing less than a form of public administration."

This being so, any single body or pressure group which makes radical demands for a redistribution of resources in its favour, and has the power to enforce them, whether against private or public employers, must automatically be setting itself up in opposition to Government and to the will of Parliament which the Government controls (at least until the next General Election). It is no use lamenting this development, or trying to apportion blame. Politicians, trade unionists, businessmen and electors have all conspired to bring it about—the politicians because they stick to power as a fly paper sticks to flies, the unions and industries because they have frequently needed to enlist Government power for their own purposes, and electors Benn is doing the same when

because they expect the Government to solve their problems. Mr. Heath attacking "funda-goals and ground." The upshot is an irreversible and "trade union conscience" should be do not pretend to know, nor do I think that any politician in this country or any other in the democratic West knows either. Nevertheless certain propositions seem to me to be becoming increasingly self-evident.

Self evident

All participants in the mêlée naturally appeal to the old rules because, although they do not and cannot really apply, they are the only ones that anybody knows. The Government is appealing to the old rules when it implies that Phase Three is an ordinary "political" law, and that in challenging it the miners are outraging the Constitution. Mr. Anthony Wedgwood-Benn is doing the same when he spouts all that stuff about will at least prevent damage to mental democratic freedoms." Exactly what these rules should be I do not pretend to know, nor do I think that any politician in this country or any other in the democratic West knows either. Nevertheless certain propositions seem to me to be becoming increasingly self-evident:

2—The difficulty of forcing trade unions to bear some of the responsibility which their power enjoys is not to be underestimated. The task of deciding upon the size of the wages cake would be hard enough, but far more difficult would be inducing trade union leaders to take part in the invidious business of apportioning it up. How one might institutionalise this process would be another conundrum, but it would have to be something more meaningful than the present NEDO consultations.

3—This kind of development is really the only way to rescue the Labour party from its present fearful predicament—that of being bound to the trade unions by ties of sentiment and finance, but having to behave like a potential adversary in order to win elections, and a real adversary in order to govern the country. Only an arrangement which creates a permanent framework of dialogue and an apportionment of responsibility between trade unions and governments of all complexities, can prevent the painful slithering in which the wretched Mr. Wilson has had to indulge in recent weeks.

Difficult

I am aware that this kind of general generality dodges a lot of the most difficult questions. It also lays one open to charges of "sell-out." And yet, this approach is not to be swept aside so easily. It does not in fact abolish the adversary relation of governments and trade union—that is neither necessary nor desirable. What it might do, however, is to make the argument more structured, more purposeful, more responsible.

We have reached the point now where the Government can only fulfil the economic functions we have thrust upon it by staking not only its own life, but the constitution itself every

time there is a crisis. This cannot be right. Sooner or later a government—not necessarily this one—is going to lose its bet and the consequences will be dire in the extreme. Some way has got to be found of easing the situation and lowering the stakes. Under modern conditions this means either breaking the power of the unions or trying far harder to harness it. Of these two the second, though extremely difficult, is certainly more easy and desirable than the first.

Essential

1—If what I have argued about the politicisation of economic activity is true, then the trade unions will have to be drawn further into the semi-political activity of managing the economy—particularly as regards wages and prices. The only alternative would be to smash them, but since that is evidently beyond the political means, what is needed is a will of even a Conservative Government, and is probably impossible anyway without a revolution. This implies that it is hardly a serious

4—A vital part of any arrangement of this sort would have to be the democratisation of the trade unions themselves. The kind of responsibility that is implied cannot be exercised by bodies as unrepresentative and undemocratic as most trade unions.

5—An essential object of the whole exercise would be to rescue an important part of the economic process, if not from politics, at least from confrontation with the constitution and the law. This implies that the

Blatant

The miners' dispute is a particularly blatant example of the difficulty of accepting the conventional distinctions—and not this, but unfortunately it is not because of anything Mr. Daly as that. As Professor as said, it makes no difference whether he, or any, or all of points out in an interesting article in the Autumn number they are trying to bring down of "Government and Opposition". The Government or "break out," the whole capitalist economy is one in which economic

Labour News

Top level rail pay talks to-day

BY ROY ROGERS, LABOUR CORRESPONDENT

TOP-LEVEL pay talks for call official action if talks are are Britain's 280,000 railwaymen will be made deadlocked. Services affected if the SR men take place to-day against a background of threatened industrial action both official and union.

The three rail unions—the National Union of Railways, the Associated Society of Locomotive Engineers and Firemen, and the Transport Salaried Staffs Association—will meet the British Rail Board in a make-or-break meeting on pay restructuring.

All three unions have rejected BR's 50m. package offer, with ASLEF, the loco men's union, resuming strongest opposition by rejecting the offer in its entirety. The NUR and TSSA believe a negotiated settlement is within reach.

ASLEF drivers in the South East area of Southern Region and the Government over Stage Three appear inevitable because they are hoping to have whatever emerges from the restructuring talks in addition to general annual pay increases soon to be within reach.

Whatever happens, confrontation between the rail unions and the Government over Stage Three appears inevitable because they are hoping to have whatever emerges from the restructuring talks in addition to general annual pay increases soon to be within reach.

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COMPANY NEWS + COMMENT

Morgan-Grampian mid-term upsurge

MAGAZINE PUBLISHING trading profits of Morgan-Grampian in the half-year ended September 30, 1973, have exceeded the total of all activities for the same 1972 period, pushing the group figure up from £896,000 to £1,338,000.

After new magazine development costs of £283,000 (£67,000 after allowing for £4,000 profit on investments sale), the pre-tax profit emerges at £1,110,000 compared with £629,000.

Regarding the second-half chairman Mr. F. J. Parsons says that despite increased costs, particularly of paper, a further increase in turnover and profit is anticipated.

During the second-half the company will receive two months of profits of the newspaper company, the sale of which, to Wimborne Press, should be completed today.

Mr. Parsons points out that the profit record of the last five years has been achieved by launching new magazines and acquiring existing magazines capable of further development. During the six months, nine titles have been launched or acquired in the UK, two titles have been recently acquired in the U.S. and an active search is in progress for new publishing interests. This growth will be financed from proceeds of the sale of the newspaper companies.

The chairman also states that the property interests of the group are being actively developed and gives details of the current offer for The British Investment Company. It is not intended to tie up substantial funds in property long term but to obtain the necessary finance on the security of the properties acquired.

The interim dividend is being stepped up from 2.25 per cent to 5 per cent to reduce disparity. The 1972-73 total was 1.50 per cent, paid on profits of £1.338.

Turnover—Magazine publishing: £5,619,123; Newspaper companies: 2,144,163; Total trading profits: 7,763,310.

Magazine publishing: 841,404; Newspaper companies: 497,292.

Total trading profits: 1,328,696.

Extraordinary items: 475.

Net profit: 622,265.

Taxation: 478.

Extraordinary credit: 445.

Attributable: 505.

Preference dividend: 50.

Ordinary dividends: 50.

* Principally profit on sale of subsidiaries.

INDEX TO COMPANY HIGHLIGHTS

| Company | Page | Col. | Company | Page | Col. |
|--------------------|------|------|----------------------|------|------|
| Airfix Industries | 25 | 4 | Jenks & Cattell | 26 | 6 |
| Assam Doors | 24 | 5 | Jessel Properties | 25 | 6 |
| Barton Transport | 25 | 2 | Jessups | 24 | 5 |
| B.P. | 25 | 6 | Leeds & District | 26 | 5 |
| British Steam | 25 | 8 | Lifeguard Assurance | 25 | 1 |
| Carco Engineering | 24 | 7 | Lyon (I.) | 25 | 1 |
| Caroni | 26 | 4 | Morgan Grampian | 24 | 1 |
| Cohen (George) 600 | 26 | 7 | Richards | 24 | 3 |
| Common Brothers | 26 | 8 | Sedgwick Forbes | 25 | 7 |
| Downing (G. H.) | 24 | 5 | Sketchley | 24 | 2 |
| Ducalle Steels | 26 | 4 | Silkolene Lubricants | 26 | 4 |
| Flight Refuelling | 25 | 7 | Spreckley (Charles) | 24 | 6 |
| French Kier | 25 | 2 | Tunnel Cement | 26 | 4 |
| Graff Diamonds | 26 | 7 | Ultramar | 25 | 3 |
| Hambros | 25 | 5 | Wheway Watson | 26 | 6 |
| Hargreaves Group | 24 | 4 | Witan Investment | 26 | 8 |

are labour shortages and difficulties in the supply of raw materials for synthetics. Both problems are being actively tackled.

1973 turnover was £1,797,000, up 12.9 per cent, pre-tax.

Sketchley's rapid growth over the past few years has been a direct result of reorganisation but, with little left to come from this source, the company is now dependent on new ventures.

This dependence is reflected in an abrupt slowdown during the first half of this year when pre-tax profits rose by only 10 per cent.

The trend could well be more noticeable in the second half, for the comparable period was exceptionally buoyant. The cleaning side, in which the company excels, should be made up by the textile side now that dyeing and finishing has improved within the Jersey knitted industry.

Prospects for growth in the longer term would seem to hinge on new openings—six extra outlets were opened in the first six months—and some trading up in existing shops. An 81 p cent (1p) interim dividend is stepped up from 1.1p to 1.15p, gross.

Previous total was 1.08p per 20p share.

Turnover—Subsidiaries: 21,923,000; Trading surplus: 5,493; Depreciation: 1,493; Turnover—Hartreevers, Fertilisers: 1,000; Turnover—Debtors: 15; Turnover—Profit before taxation: 1,388; Turnover—Taxation: 628; Turnover—Profit after taxation: 1,220.

* Figures relate to the half-years to June 30, 1973 and 1972, and the year December 31, 1972. Ownership of the trade is a substantial proportion of the annual profit falls into the half-year to June 30.

Quarrying, transport, plant hire, contracting and solid waste disposal all show good progress. Furniture and vehicle distribution profits are lower but are still good, the directors report.

• comment

Hargreaves has experienced fairly difficult conditions in the first six months and the pre-tax level of profits has remained virtually unchanged. Forward-looking last year in advance of the recent reorganisation of the fertiliser subsidy depressed first-half profits from this division by around 16 per cent, while the contribution from commercial vehicle profits was reduced due to the shortage of supply from manufacturers. The quarrying division has apparently performed well but, given the vulnerability of the group to any worsening of either the current oil or power crisis, it might be unwise to expect full-year profits to show much if any improvement.

Principal activities include clay products, refractories, roadstone aggregates, electrical engineering.

• comment

Downing has stood quite still for the six months in vivid contrast to last year's profits growth, and the latest trend of brick deliveries—a fall of 5 per cent for October—is not going to do much for current half-year hopes either. With price-holding, volume tailing off sharply, historic net p/e of 5.5 can expect some hope of a rating revival, especially since Downing appears to be gearing up capacity pretty heavily at present. At 1.32p the shares yield 8.1 per cent.

Mr. Kell points out that the programme is by no means one of simply selling. "We are switching to a development programme based on a substantial spread of quality properties properly financed. The gross cost of developments in hand is projected at more than £35m.

Fixed assets are shown in the accounts at £11.92m (£1.85m), which incorporates up-to-date valuations of investment properties. The present value of other properties in the directors' opinion exceeds the book value by some £5m.

Since the year end, Cambourne Securities has acquired about 36 per cent of the issued share capital. Slater Walker Securities held 5.93m shares at November 13.

Meeting, 203, The Vale, W., at noon.

Statement Page 30

REJECT JONES STROUD is still the advice to FOTHERGILL & HARVEY SHAREHOLDERS

— Dividends on the Jones Stroud Preference Shares are fixed; dividends on your Fothergill & Harvey shares can be expected to grow with profits.

— The Jones Stroud Offer is worth materially less than when it was announced and is vulnerable to weak stock market conditions.

— Jones Stroud has made no profit forecast; Fothergill & Harvey has forecast profits increased by 43 per cent.

— Jones Stroud has offered no cash alternative.

The Board of Fothergill & Harvey and their financial advisers still strongly recommend shareholders to

SIGN NO FORM OF ACCEPTANCE

The Board of Fothergill & Harvey has taken all reasonable care to ensure that all statements of fact and expressions of opinion contained herein are fair and accurate and consider

that no material factors or considerations have been omitted. All Directors of Fothergill & Harvey jointly and severally accept responsibility accordingly.

DIVIDENDS ANNOUNCED

| | Current | Date | Corre- | Total |
|------------------------|----------------|---------|----------|-------|
| | pay- | of | sponding | last |
| | ment | pay- | div. | year |
| Airfix | int. 1.25p (e) | Feb. 6 | 1.3 | 3.67 |
| Angle Transvaal | int. 1.31 (t) | Feb. 6 | 1.0 | 8.0 |
| Assam-Doors | 5.225 | Dec. 31 | 7.5 | 7.5 |
| Associated Manganese | 1.9 (t) | Feb. 6 | 1.5 | 3.3* |
| British Steam | 2.14p (t) | Jan. 12 | 1.05* | 3.3* |
| Carco Eng. | int. 1.5 (e) | Jan. 11 | 1 | 3.3* |
| Common Bros. | 3.44 (t) | Dec. 25 | 3 | 6 |
| Consolidated Murchison | 20 (t) | Feb. 6 | 1.7 | 23 |
| R. A. Dyson | 0.75 (t) | Feb. 6 | 1.25 | 5 |
| Eastern Transvaal | int. 1.47 (t) | Feb. 6 | — | 5 |
| George Cohen 600 Group | 1.77 (t) | Jan. 23 | 1.75 | 3.94 |
| Flight Refuelling | int. 0.98 (b) | Jan. 8 | 0.94 | 2.73 |
| Frent Kier | 1.7 (t) | Jan. 4 | 0.84* | 2.85* |
| Graff Diamonds | int. 1.1 (e) | Jan. 23 | 1.1 | 3.18 |
| Hambros (10) | int. 2.25 (t) | Jan. 3 | 3 | 9.5 |
| Hambros (11 "A") | int. 2.13 (t) | Jan. 15 | 1 | 2.1 |
| Hartbeesfontein | 50 (t) | Jan. 23 | 1.1 | 2.1 |
| Thomas Hardman | int. 1.1 (r) | Jan. 11 | 1.23 | 2.1 |
| Hartreevers | int. 1.15 (t) | Jan. 10 | — | 2.1 |
| Jenks & Cattell | 1.35 (t) | Jan. 10 | 2.1 | 2.1 |
| Jessel Properties | 4.5 (t) | Jan. 10 | — | 2.1 |
| Ledger Assurance | 3.25 (t) | Jan. 2 | 2.9 | 11 |
| Leeds & District | 1.7 (t) | Feb. 6 | 4 | 12 |
| Lyons (I.) | 1.5 (t) | Dec. 14 | 2.25 | 11.25 |
| Morgan Grampian | 1.5 (t) | Jan. 30 | 0.30 | 11 |
| Richards | 1.25 (t) | Feb. 14 | 0.25 | 16.3 |
| Sedgwick Forbes | 1.35 (t) | Jan. 23 | 1.04 | 2.18 |
| Sketchley | 1.25 (t) | Jan. 17 | 1.2 | 2.4 |
| Silkolene Lubricants | 1.25 (t) | Jan. 10 | 1.2 | 2.4 |
| Spreckley (Charles) | 1.25 (t) | Jan. 15 | 1.13 | 4.33 |
| Tunnel Cement | 1.25 (t) | Jan. 30 | 3 | 10.5 |
| Ultramar | 1.25 (t) | Feb. 1 | 1 | 2 |
| Wheway Watson | 1.07 (t) | Feb. 14 | 0.63 | 16.3 |
| Witan Investment | 0.5 (t) | Feb. 6 | — | 5 |

Total last year

1973 Total last year

1972 Total last year

1971 Total last year

1970 Total last year

1969 Total last year

1968 Total last year

1967 Total last year

1966 Total last year

1965 Total last year

1964 Total last year

1963 Total last year

1962 Total last year

1961 Total last year

1960 Total last year

1959 Total last year

1958 Total last year

1957 Total last year

1956 Total last year

1955 Total last year

1954 Total last year

1953 Total last year

1952 Total last year

1951 Total last year

1950 Total last year

1949 Total last year

1948 Total last year

1947 Total last year

1946 Total last year

1945 Total last year

J. Lyons lifts midway profit to £5.96m.

IMPROVEMENTS in the U.K. food product group, and property trading more than offset a fall in profitability of the hotel operations to lift pre-tax profit of £5.96m. for the first 24 weeks of 1973.

But Mr. B. L. Salmon, chairman, warns that as the cost of raw materials rises, the price control legislation is having an adverse effect on profits. Production is again depressed, and there are further shortages in the London area, and may be further affected by fuel restrictions, he adds.

The parent company increased its new sums assured net of reinsurance to £100m, and premium income to £3.3m.

A maximum permitted dividend of 4.1p net per share, equivalent to 6.3p (6p) is recommended on capital increased by a rights issue.

But for limitation, the increase in dividend "would have been very substantially greater," says Sir Anthony.

Statement Page 30

French Kier first half progress

FIRST HALF 1973 turnover of civil engineering, construction, building and development group French Kier Holdings (formerly W. C. French) expanded from £25.1m. to £29.2m., and pre-tax profit advanced from £0.97m. to £0.97m., excluding J. L. Kier and Co.

Mr. T. J. Wignall, chairman, says it will take some time to reflect the benefit of the merger with Kier. But for the year 1973, indications are that last year's respective performances "should be maintained, and could be exceeded." Excluding the turnover and profit for 1972 gross, the increase in 1973 was £5.2m. and £2.45m. respectively.

An interim dividend of 1.125p net per 25p share is declared. This is equal to 1.8805p gross, compared with 0.8333p adjusting for a scrip issue. The 1972 gross total was £2.3624p.

The chairman reports the overseas businesses recently acquired are largely responsible for the substantial increase in turnover, but the base by the 1972 Rights issue, this represents an increase of 2.5p over last year, corresponding to 9.8p (when adjusted to reflect the increased rate of corporation tax).

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The increase in interest payable is accounted for by additional investments, coupled with the high level of interest rates.

On the future, members are told that factors are bound to be reflected in the profit performance of the U.K. activities during the second half. At present, the continued favourable weather in the second half of the ice cream year, together with expected further improvements in profitability of overseas businesses, should help redress the balance.

In the present situation and attendant uncertainties it would be imprudent to forecast any increase in the earnings per share for the whole year, the chairman comments.

The interim dividend is raised from 2.5p to 3p gross with a net payment of 2.1p. The total for 1972 was 11p gross paid on for £0.23m.

See Lex

Lifeguard Assurance expansion

An all-round increase in business for the Lifeguard Assurance

For the year ended September 28, 1973 Barton Transport has incurred a loss of £55.115, against a profit of £63.846. Taking into account surplus on sale of buses this time, there is a profit of £5.93.

Trading receipts came out at £2.67m. (£2.58m.) there was an operating loss of £8.619 (profit £8.397).

The directors explain that increases in national wage awards and other operating expenditure had to be carried, but fare adjust-

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ANGLOVAAL GROUP OF COMPANIES

DECLARATION OF ORDINARY (and Participating Preference) DIVIDENDS

As published in the press on 23rd November, 1973, Anglo-Transvaal Consolidated Investment Company, Limited declared dividends payable to holders of the participating preference, ordinary and "A" ordinary shares registered in the books of that company at the close of business on 7th December, 1973.

DIVIDENDS HAVE NOW BEEN DECLARED payable to holders of ordinary shares registered in the books of certain other group companies at the close of business on 28th December, 1973, as detailed below.

The dividends are declared in the currency of the Republic of South Africa. PAYMENT from the London Office will be made in United Kingdom currency and the date for determining the rate of exchange at which the currency of the Republic will be converted into United Kingdom currency will be 10th December, 1973, in the case of shares in Anglo-Transvaal Consolidated Investment Company, Limited, and 31st December, 1973, in the case of dividends of all other undermentioned companies.

WARRANTS in payment of the dividends will be posted on or about 5th February, 1974.

THE REGISTERS OF MEMBERS of the companies will be closed as follows: Anglo-Transvaal Consolidated Investment Company, Limited—8th to 21st December, 1973, inclusive.

All other undermentioned companies—29th December, 1973, to 4th January, 1974, inclusive.

The dividends are payable SUBJECT TO CONDITIONS which can be inspected at the registered office or London office of the company.

All companies mentioned are incorporated in the Republic of South Africa.

INTERIM DIVIDENDS

| NAME OF COMPANY | Class of share | Dividend number | Amount per share in South African currency | Remarks |
|--|---------------------------|-----------------|--|--|
| Anglo-Transvaal Consolidated Investment Company, Limited | Participating preference | 38 | 11.5 | Being 5 cents in respect of the fixed rate of 5% per annum for the half year ended September 30, 1973 and 6.5 cents, being 50% participation in the interim dividend of 12.5 cents declared on the ordinary and "A" ordinary shares. |
| — Do — | Ordinary and "A" ordinary | 56 | 13 | |
| Eastern Transvaal Consolidated Mines Limited | Ordinary | 47 | 4 | |
| Harvestfronts Gold Mining Company Limited | Ordinary | 38 | 50 | |
| Zandfontein Gold Mining Company Limited | Ordinary | 3 | 5 | |

FINAL DIVIDENDS

| NAME OF COMPANY | Class of share | Dividend number | Amount per share in South African currency | Remarks | Estimated profit after taxation and deduction of minority interests (where applicable) | Dividend (including preference if applicable) |
|---|----------------|-----------------|--|---------------------------------------|--|---|
| Associated Manganese Mines of South Africa Limited, The | Ordinary | 69 | 19 | Final, making 38 cents for the year | R 3 947 000 N1 Consolidated | R 960 000 |
| Consolidated Merchant Limited | Ordinary | 68 | 20 | Final, making 37.5 cents for the year | R 4 743 000 N1 | 1 560 000 |
| Middle Wintersverrand (Western Areas) Limited | Ordinary | 39 | 7 | Final, making 12 cents for the year | R 3 467 000 Consolidated | 1 338 000 |

N1—Excludes non-recurring profits arising from the repayment of Euro-dollar Loans at favourable rates of exchange.

By Order of the Boards,

ANGLO-TRANSVAAL CONSOLIDATED INVESTMENT COMPANY, LIMITED

Secretaries
per: E. G. D. GORDON
Registered Office:
Anglovaal House
56 Main Street
Johannesburg

London Office:
295 Regent Street
London W1R 8ST
29th November 1973

(This announcement appears as a matter of record only)

DET DANSKE STAALVALSEVAERK A/S (A/S DANISH STEEL WORKS LTD.)

US \$32,000,000

Medium-Term Euro-currency Facility

Managed by:

Orion Banking Group

Den Danske Landmandsbank Aktieselskab

Scandinavian Bank Limited

Provided by:

Associated Japanese Bank (International) Limited
Credito Italiano, London
Girozentrale und Bank der Oesterreichischen
Sparkassen Aktiengesellschaft
Harris Trust and Savings Bank
National Westminster Group

Disputes hit Tunnel Cement's first half

TRADING PROFIT

of Tunnel Cement shows a reduction from £157,900 to £90,000 in the 26 weeks ended September 26, 1973. Adding to this a provision of £2,000,000 (nil) no longer required, share of associates income up from £460,000 to £535,000 and higher interest received of £22,000 against £71,000, brings the pre-tax total up to £2,386,000, compared with £2,116,000 for the same 1972 period.

Trading profits were seriously affected by industrial disturbances which resulted in a reduction of hours delivered. The directors explain, although total deliveries were 4 per cent up, this was achieved by a substantial increase in export sales on which margins are smaller than at home.

Associated companies income includes a profit from January 1 to September 30, 1973, for Ribblesdale Cement. Also for the first time a contribution from Metro Tunnel Holdings of Perth is included in both profits and turnover.

Greatly improved liquidity is reflected in the increase in interest receivable. Earnings from this source will be higher in the second half, members are told.

The problems which caused industrial unrest in the first six months appear to be "largely behind us", the directors state. However, in common with all British industry the group is faced with the possibility of an energy shortage which can affect both production and transport.

The interim dividend is raised by the total annual permitted increase—from 3p to a gross equivalent 3.525p per 25p share. For 1972/73 a total of 10.5p was paid from profits of £5.13m.

A final dividend of 2.297p net is recommended, equal to 3.2512p equivalent 4.375p per 25p share. As previously intimated a one-for-two scrip issue is also proposed.

Turnover, Trading surplus, Depreciation, Taxation, Net profit and Dividends.

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Turnover, Trading surplus

MINING NEWS

Hartebeest rings up the curtain

BY KENNETH MARSTON

THE CURTAIN is raised on the South African gold mining industry's December dividend with a cheer by Hartebeeststein in the Anglo Transvaal consolidated group. The Klerville area gold and uranium producer is increasing its interim dividend for the current year to June 30 by 50 cents (31.5p) from 35 cents in 1972-73 when the total reached 40 cents. It was 30 cents in 1971-72.

This rising prosperity is

driving on to Zandrand which will be paid to Hartebeeststein in 1973-74 for 2.2m shares in the latter company. Zandrand paid a maiden dividend of 55 cents in December 1972 and followed this with 10.5 cents last June. An interim of 8 cents (5.1p) is now declared to the year to next June.

Cons. Murchison

The Anglo-Vaal group's mining-including Consolidated Murchison, however, is paying an interim final of 20 cents to take 35 cents (22.5p) compared with the 1972 total of 25 cents earlier this year. There had been hopes that the 1973 total could be fitted to as much as 80 cents.

These were subsequently reduced sharply in view of the group's heavy capital expenditure and the incidence of tax. Estimated earnings for the current year amount to R4.72m. or 114 cents per share, compared with R4.7m. in 1972. Higher tinny prices have thus largely set the mine's reduced sales high now look to be improving.

Of the 20 cents dividends announced, Middle West is paying a final of 7 cents which takes total for the year of 12 cents (8.5p) compared with the 1972 total of 7 cents. The shares were up yesterday with Murchison 50p, Hartebeeststein £1.25 and Zandrand 180p.

RCM LIFTS ITS FIRST INTERIM

The Zambian copper-producing Consolidated Mines, which is 51 per cent owned by the Zambian Government, is declaring first quarterly dividends to its shareholders for the current year to next June. It amounts to 29.7 ngwee (12.7p), which compares with 16.5 ngwee in the first quarter of 1972-73 when the total reached 22.3 cents.

Withholding tax at a rate of 20 per cent is now applicable to dividends declared in Zambia, but it is hoped that, as a result of the double tax agreement with that country, the rate to UK residents will be reduced to 15 per cent.

More important, however, is the fact that the external payment of dividends is subject to Zambia's exchange control restrictions, and

Good-bye to NBHC

PROPOSALS for the liquidation of NBHC Holdings and the distribution of its assets to shareholders were passed yesterday by the Melbourne meeting. Holdings will receive six shares in Bougainville Copper plus five shares in the Australian Mining and Smelting lead-zinc group in exchange for every five shares owned in NBHC. In addition there will be a cash payment of approximately 15 cents (9.5p) for each NBHC.

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INTERNATIONAL COMPANY NEWS + EURO MARKETS

Japanese curbs could reduce Euromarket role

BY CHARLES SMITH, FAR EAST EDITOR

THE INVOLVEMENT of Japanese banks in the long term Eurocurrency loan market is likely to diminish sharply as the result of measures taken in the past few days by the Japanese authorities.

The most important of these measures involves the exclusion of long and medium term foreign currency loans from the formula used to calculate official deposits with Japanese foreign exchange banks. This means that banks will no longer be able to balance their long term overseas lending with deposits from the Government as was the case until early this week.

The Bank of Japan has also given informal advice to some individual banks to slow down their activity in the Eurocurrency loan market. Banks selected for this treatment are those with 20 per cent. or more of their foreign currency assets in medium or long term loans.

The shift from a policy of encouraging overseas lending by Japanese banks to one of active restraint is in line with the overall change of emphasis in Japan's policy on the management of its foreign exchange reserves.

The reserves are now about \$400m. below the peak level reached a year ago and the Government is beginning to show concern at the extent of the decline. This is in contrast with the situation as recently as three months ago when the Government was still encouraging a foreign exchange outflow.

One other sign of the Government's change of attitude has

Sony earnings up for first half year

TOKYO, Nov. 29.

SONY's non-consolidated net profit for the six months to October 31 was Y10,762m. against Y10,252m. for the preceding six months.

Gross sales were Y139,804m. (Y120,523m.) and the company will pay a dividend of Y7.50 (unchanged).

Sony said the net non-consolidated income was achieved despite a continued squeeze resulting from the floating of the yen, rising costs and shortages of materials.

Its consolidated results for the 1973 fiscal year to October 31 will be published towards the end of January.

Senior Managing Director Noboru Yoshii told a Press conference he had expected non-consolidated pre-tax income for the six months to October 31 to be little changed from, or slightly above the Y10,000m. reported for the six months to October 31.

Degussa lifts sales but is cautious on outlook

BY ANDREW HARGRAVE

FRANKFURT, Nov. 29.

DEGUSSA, the Frankfurt-based metals and chemicals group, today reports a 20.2 per cent increase in turnover (provisional estimate) for the year ended September 30, 1973, to DM2.750m. compared with DM2.285m. in the previous year.

The 20.7 per cent sales increase of the domestic company, from DM1.895m. to DM2.284m., is attributed by the executive Board mainly to sharply rising precious metal prices, particularly in the second half of the year. This accounts for the 35.1 per cent rise in the sales of the merchandising sector,

while the sale of products expanded by only 13.5 per cent. The Board makes no dividend forecast in 1971-72 it paid 17 per cent plus a 4 per cent. jubilee bonus) except for warning that

INTERIM STATEMENT



HAMBROS LIMITED

Interim Statement

Hambros Group earnings for the six months to 30th September, 1973, including the results of all merchant banking activities and the share of profits of the associated companies have been at a satisfactory level compared to last year. The half year, as previously, includes no earnings from Hambros Life Assurance but this company has continued to extend its business at an encouraging rate.

Present uncertainties make it difficult to forecast earnings for the full year but, provided there is no further deterioration in economic conditions they should not be less than those of last year.

Interim dividends, net of tax credit, of 15.75p on the £10 shares (£2.50 paid), of 1.575p on the fully paid 25p shares and of 2.1p on the £1 'A' shares have been declared and will be paid to shareholders on 3rd January, 1974. The comparable rates of interim dividend paid last year were 13.125p on the £10 shares, 1.3125p on the 25p shares and 2.1p on the £1 'A' shares. The increases in interim dividends on the £10 and 25p shares represent approximately four-fifths of those permitted for the year under the Government's Counter-Inflation measures.

HAMBROS LIMITED

41 Bishopsgate, London EC2P 2AA

Alcan nears decision on Eire plant

By Our Own Correspondent

TOKYO, Nov. 29.

THE INVOLVEMENT of Japanese banks in the long term Eurocurrency loan market is likely to diminish sharply as the result of measures taken in the past few days by the Japanese authorities.

The most important of these measures involves the exclusion of long and medium term foreign currency loans from the formula used to calculate official deposits with Japanese foreign exchange banks. This means that banks will no longer be able to balance their long term overseas lending with deposits from the Government as was the case until early this week.

The Bank of Japan has also given informal advice to some individual banks to slow down their activity in the Eurocurrency loan market. Banks selected for this treatment are those with 20 per cent. or more of their foreign currency assets in medium or long term loans.

While much of their funds has been borrowed on the Eurocurrency inter-bank market, a large supply has also been avail-

able from Japan itself. According to the Bank for International Settlements, the net external position of Japanese banks changed from liabilities of \$930m. at the end of March 1972 to assets of \$1,650m. at the end of last December, a net turnaround of \$2,550m.

Even if the moves do not result in a contraction of Japanese banks' activity in Euro-lending, there could be some tightening up of the terms available to borrowers on the Euro-dollar market.

The Japanese banks have been a notable force in causing the terms of lending to improve from the borrowers' point of view and one reason for this is thought to have been that they had access to funds from within Japan at cheaper rates than available to other Euromarket banks which have to rely entirely on the interbank market.

These moves could have a big impact on the growth of new Eurocurrency credits, particularly medium term bank loans which the Japanese banks have played an increasingly active role during the last couple of years.

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AEG transport unit hopes to benefit from fuel crisis

BY ANDREW HARGRAVE

THE ENERGY crisis may in the long run benefit the transport division of AEG, the second largest electricity group which alone has an annual turnover of over £100m.

The possible speed-up of activities in North Sea oil exploration would be of particular advantage to the marine equipment section which is based in Hamburg. Dr. Friedrich Moldenhauer, general manager of the section, disclosed to-day that AEG has won contracts for the complete electrical installations of six drilling rigs on Norwegian and British shores.

Contracts for equipping two further rigs were lost to a British concern, understood to be GEC, because, so Dr. Moldenhauer claimed, of "understanding" by the British Government.

Shortages of oil and petrol could well benefit the other Siemens and Brown-Boveri, he said. AEG's general transport section of the company, with five of ten rigs in operation, will be given account of next month when an account of

the division's growth was also revealed until

FARMING AND RAW MATERIALS

Kenya to boost beef production

By Our Own Correspondent

NAIROBI, Nov. 29.—BIG new livestock development project will make Kenya to Africa's largest beef producer, according to World Bank officials. The project is to cost £100m. and is to be financed by World Bank, the Kenya Government, the IDA, Britain, India, and other countries.

The livestock industry is to be developed by the American Aid Organisation, USAID, in the Rift Valley. It will cost more than £100m. This project will include cattle to be reared to be geared to port production.

A World Bank spokesman here said the Bank was now ready to enter the scheme, and a team of US consultants is in Kenya to carry out a feasibility study. "We feel Kenya is potentially suited to the beef industry and can meet the demand for an export industry," he said.

Of prime importance for such scheme is to develop Kenya's cattle herds. Kenya is already exporting beef to Europe, in a modest way.

Attack on U.K. grain policy

By Our Commodities Staff

THE GOVERNMENT could bring in a new law at a stroke by raiding the Common Agricultural Policy's high-prices regime for grains and permanently abolishing import-taxes-on-wheat, a "Open Seas" Forum claimed

in its latest pamphlet on food prices and the EEC, entitled "Why Wheat Is Dear" — the whys an all-party research organisation said present U.K. policy dictated by the EEC, will make it impossible for Britain to benefit from the inevitable fall in world wheat prices.

The price of bread, and livestock producing milk, eggs, cheese, butter and meat would be continuously pushed up to compensate producers for the increased costs of milling wheat and animal feed, the pamphlet clared.

A spokesman for the Ministry of Agriculture pointed out yesterday that the reason for the present high price of wheat stems in the harvest failures in the west Union a year ago and pre-arranged purchases by India and China. The present EEC wheat price is below the world level, so that an export levy of £18 a ton was currently in force to bring Community exports to the world level. By being in the EEC, Britain was not liable for such levies.

New peak metal values but signs of a downturn

By JOHN EDWARDS, COMMODITIES EDITOR

COPPER, TIN and zinc prices all reached at new all-time peaks on the London Metal Exchange yesterday, but there were signs of the markets coming "on the boil" in later afternoon dealings as heavy profit-taking developed.

Cash copper wirebars, under the influence of a very tight squeeze on supplies, ended the day £61 up at £1,081 a tonne.

Meaning that the price has risen by over £167 in the past three days alone. However, the three-month wirebar quotation closed only £2 higher at £883.50-£186.50 lower than the cash price.

Although cash tin closed £13 up at £2,555.50 a tonne, it fell very sharply in the afternoon after having traded at £2,615. There was a similar pattern in zinc, where the cash price rose to a peak of £880 a tonne, but closed £5 down at £880.

There is considerable doubt in the markets now as to whether the recent upsurge in metal values can be sustained. Much of this week's spectacular rise in prices has resulted from a huge inflow of funds, much of it from speculative sources, chasing very small amounts of metals.

There appears to have been a general panic-stricken flight from money into raw materials, with

ever as a result there are now many "long" positions held by speculators, and it would only need a slight change in sentiment for prices to come crashing down equally quickly.

For example, there has generally been more optimism this week about the oil supply position and hopes of strong consumer demand for metals, continuing, which many market sources feel could well be misguided.

In the short term, the oil crisis exactly what is intended.

Pig cutback threat to prices

By PETER BULLEN

Sausage AND meat pie manufacturers yesterday painted a gloomy picture of soaring retail farm prices next year if the Government does not act to prevent slaughtering since then had been cut back.

The frequency and magnitude of price rises in the past 12 months has resulted in a degree of consumer resistance which farmers had thought expansion

had restricted volume sales. Mr. H. M. Newton-Clare, chairman of the Sausage and Meat Pie Manufacturers' Association.

"If pig supplies are now to be of astronomical interest rates, allowed to dwindle I should be grateful to Government assistance or at least a clear commitment to such terms of consumer prices did not decline dramatically, was

There was an urgent need to encourage them to resume a position of outlay to tide over difficulties had had a very worrying

Mr. Joseph Godber, the Minister and uncertain time the position

of Agriculture, who was much improved with a EEC Council of Ministers.

In a separate move, India is to

principal guest at the Association's 20 per cent. increase in pig

prices since August. Sow complain to the Community's

Manufacturers were convinced that there had been a serious and high level for some weeks not been granted enough trade

check to producers' confidence but the breeding herds a whole advantages for other exports and in the growth of the national had been expanding at some 5 per cent. a year under the U.K. Treaty of

Accession Reuter

The expansion rate may have been checked in recent weeks but the increase in the breeding herd, sows, higher than last year's said the

Earlier it was announced that the Association had merged with the canned meat section of the Food Manufacturers' Federation to form a single body called the Meat Manufacturers' Association.

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CHARLES SPRECKLEY INDUSTRIES LTD.

Further substantial growth

Highlights of Report and Statement by Mr. Fred Keil, Chairman.

| | 1973 | 1972 | 1971 | 1970 |
|-----------------------|--------|--------|-------|-------|
| | £'000 | £'000 | £'000 | £'000 |
| Turnover | 28,123 | 15,002 | 4,868 | 2,821 |
| Profit after Taxation | 846 | 398 | 291 | 111 |

Group results show record turnover and reflect substantial expansion of our businesses. The accounts include only six months trading of Associated Development Holdings Ltd., the new property division of C.S.I. Trading profit for the Group was £3,344,000. After interest charges, taxation and write-off in respect of businesses closed during the year, the net profit available to shareholders amounted to £846,000.

Until 1972 the Group's principal function was to meet the specialist requirements of the building industry but with the acquisition of A.D.H. new and challenging opportunities have opened up. Our first task in A.D.H. was to appraise its property portfolio and to sell certain properties, resulting in a reduction in interest charges. The effect of this re-organization is not yet apparent but we expect real benefits by the middle of 1974. Meanwhile A.D.H.'s borrowings have been reduced by £8m. We are now engaged upon a development

programme, at a projected gross cost of more than £35m., based on a substantial spread of quality properties properly financed.

In Europe our hotel programme in conjunction with Horizon Holidays so far comprises three major projects. We are also in another joint venture to develop an Hotel and Leisure Centre in the Canary Islands. Our stake in this highly sophisticated market balances our activities at home and I am confident of beneficial results.

Our Company is now very strongly asset-based as a result of our strides in the property field. The Group is also rich in personnel. Notwithstanding inflation, I confidently predict that by the end of the current financial year we shall again report a growth in profits. We are booked well ahead on every front and we have prepared ourselves to cope with problems likely to arise during the coming winter.

APPOINTMENTS

Lord O'Brien joins Prudential Board

Lord O'Brien of Lethbury, former Governor of the Bank of England, has joined the Board of the Prudential Assurance Company.

Lord Hay of Leith is joining the Board of ROSS SCOTT INSURANCE as chairman. Lord Hay was Labour MP for Leith from 1945 to 1970.

Mr. S. F. Bennett has retired from the chairmanship of BRITISH TIMKEN. He continues as a director of the parent company, the Timken Company, in the U.S.

Mr. Peter Potts has been appointed managing director of the JESSEL BRITANNIA unit trust group, the position formerly held by Mr. Mark St. Giles, who will continue to direct the group's investment policy.

Mr. A. G. Glass, a general manager of CEDAR HOLDINGS, bankers, has been appointed a director of the bank.

Mr. John Howard has been appointed a director of ANTONY GIBBS HOLDINGS from tomorrow. Mr. Howard retired in October this year as deputy chairman of Hong Kong and Shanghai Banking Corporation.

From December 1 Antony Gibbs and Sons is to manage the banking activities of the Gibbs Group.

On the Board of Antony Gibbs Investment Management will be Sir Philip, Mr. W. G. Humphrey and Mr. N. J. D. Prescott.

Mr. A. R. C. B. Cooke, managing director of the London Australian and General Exploration Company, has been appointed deputy chairman of JESSEL PROPERTIES. Mr. R. T. Moll and Mr. L. Rubin have joined the Board.

Mr. A. W. Jones and Mr. H. T. Fowle have been appointed to the civil engineering and building divisions of Lehane Mackenzie BROKERS, a subsidiary of Fen-

sham and Shand.

Mr. D. R. Skinner takes over as the Royal Dutch/Shell Group's marine co-ordinator and managing director of SHELL INTERNATIONAL MARINE following the retirement of Mr. B. E. Blakely from that position and the Shell Group. Mr. Skinner has held the post of Shell's co-ordinator of supply-oil since March 1968, which he recently relinquished to take up his new post.

Mr. Gerry Pick has been appointed managing director of SIA computer service bureau, succeeding Dr. Peter Hooper.

Mr. S. E. T. Cusdin and Mr. M. H. Evans are to become chairman and deputy-chairman respectively of the Council of the BRITISH CONSULTANTS' BUREAU.

Dr. George Vaughan has been appointed director and general manager of DUNLOP SEMTEX.

Mr. J. D. Riggs has been appointed vice-president of FOREST HILL CORPORATION. He is head of the London office of Forest Petroleum UK, a subsidiary.

Mr. A. C. J. Pigott has been appointed a director of ALEXANDER SHAND (HOLDINGS) as chairman.

Bread in Britain is traditionally made by mixing hard wheats from abroad with home-grown soft wheats.

The group alleges that EEC policy, by making soft wheat less expensive than hard wheat from the U.S., Argentina and the Commonwealth, will make it cheaper to produce French-style bread.

The group—an all-party body whose chairman is Mr. Richard Body, the Conservative MP for Boston with Holland—calls for the dismantling of the EEC Intervention Board and the ending of the wheat export levy system.

A Ministry of Agriculture spokesman, however, denied an allegation that Britain was being prevented from benefiting from falls in wheat prices outside the EEC.

"The present world price of wheat is well above the EEC threshold price, so much so that an export levy of some £18 a ton is currently needed to bring Community exports up to world level."

Economic outlook in Wales improves

By Our Own Correspondent

A MARKED improvement in the economic and industrial outlook in Wales continues according to the Development Corporation for Wales in its annual report.

"Existing industry is expansion minded resulting in an increased demand for labour and new firms are coming into Wales at an encouraging rate," it states.

"The corporation has introduced 13 new companies this year and there are strong indications that the current level of activity will be maintained for some time."

"It is clear also that membership of the EEC has made Wales an even more attractive location for overseas companies, more of which are looking at this region as a manufacturing base than ever before."

"Four American firms decided to establish plants here this year and a considerable number of several announcements from Continental, American and Japanese companies will be made during the next few months," the report adds.

The corporation says its aim now is to cut unemployment to the average for the U.K., but the October figure—3.3 per cent—was the lowest for the month since 1965 and 1.6 per cent below the figure a year earlier.

Special measures and intensive efforts are required in finding another 20,000 jobs during the remainder of the decade as a result of modernising the steel industry and further contraction in the coal industry, the corporation states.

EEC threat to British-style bread—claim

BRITAIN'S BREAD will either have to become like French bread or become more expensive as a result of Common Market policy, the Open Seas Forum, an anti-EEC group, claimed yesterday.

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Accident rate in coal mines lower

Financial Times Reporter

THE ACCIDENT rate in the coal mines improved slightly in 1973, from 1.11 to 1.10 per 100,000 man-shifts, according to the report of the chief inspector of mines and quarries.

Sixty-four people were killed and 519 seriously injured, compared with 72 killed and 641 seriously injured the previous year. The report notes that the 1.8 per cent drop in casualties must be viewed against the background of the seven-week strike at the beginning of the year and the continuing decline in manpower. But there was a disturbing rise in the number of accidents involving haulage and transport and no real improvement in the number of surface accidents.

The inspector's report also shows that there were seven deaths at other mines, five of them at tin mines, and 35 serious injuries. The figures for 1971 were seven killed in mining accidents, at 15, the lowest on record, but there were 98 serious injuries, 16 more than the previous year.

Among the contributory causes of accidents, both of coal mines and quarries, "failure to comply with recognised good practice," appeared most often, the inspector notes.

NEW TV RELAYS OPEN IN WALES AND DEVON

Two new UHF television relay stations, providing 32-line colour black-and-white pictures, will begin full service to-day in Wales and Devonshire the Independent Broadcasting Authority has announced.

The station in Devonshire is located at Plympton, near Plymouth, and is expected to provide improved services on Channel 61 for about 11,000 people in East Devonshire. The Weir station at Abergavenny, Monmouthshire, will serve miners in the town and along the valley towards Blaenau Gwent on Channel 23 covering about 15,000 viewers.

QUEEN TO OPEN ADULT SCHOOL

The Queen will open the new building for adult education at Morley College, Westminster Bridge Road, near Waterloo, on Monday, December 10, at 6 p.m.

This is the first time the Queen has opened a new educational building in the area of the Inner London Education Authority since the Authority was set up.

The Financial Times Friday November 30 1973

Malayan Tin Dredging Limited

This year's production of 3,618 tons of tin concentrate is marginally less than that of the preceding year. Sales for the year amounted to 3,574 tons, the balance of 44 tons being brought into the accounts at cost of production. The figures in the accounts for income and expenditure in Malaysia, converted to sterling at the rate of exchange M\$4.11 to the £1 ruling at 30th June, 1973, are substantially higher than they would have been if converted at the rate of M\$7.3469 to the £1 used in the previous year. Comparison with the figures for the previous year are therefore misleading.

The Group profit before tax is £2,265,112. After charging £1,378,211, inclusive of £275,086 Advance Corporation Tax, the after-tax profit is £886,901. Adding the adjusted balance of £551,136 brought forward from the previous year, the total dividend of 8.4p per share available is £1,438,037. The total dividend of 8.4p per share is, with imputed tax credit equivalent to a gross dividend of 12p per share distributed for each of the preceding two years.

The provision for River Deviation, which now stands at £602,500, is for the deviation of the Kinta River which flows for approximately one mile through the Kampong Gajah.

The specification of the deviation is under consideration with the Malaysian authorities and an estimate of the cost of carrying out the work will be made when the specification has been agreed. The work will be costly but additions to the provision will be made in future years as profits permit. It is envisaged that the work will be carried out in stages as the dredges work the property over a period of five years from late in 1974 when it is expected that a start will be made. Completion of the deviation would take additional 368 acres of land, over which a mining lease has been approved in favour of the Company, available from mining.

The Company's five dredges have worked without interruption on the Kampong Gajah project during the current year and their production for the first four months has been 1,822 tons, which is 256 tons more than their production for the corresponding period of last year. The average monthly production of 346 tons for the four-month period is 44 tons higher than the average monthly production for the whole of last year. No. 8 dredge will be shut down in December for four months for ladder repairs but, despite this, expectations are that the year's production will exceed that of last year.

Southern Malayan Tin Dredging Limited

The year's production of 2,350 tons of tin concentrate is 301 tons less than that of the preceding year. Sales for the year were 2,325 tons, the balance of 25 tons being brought into the accounts at cost of production.

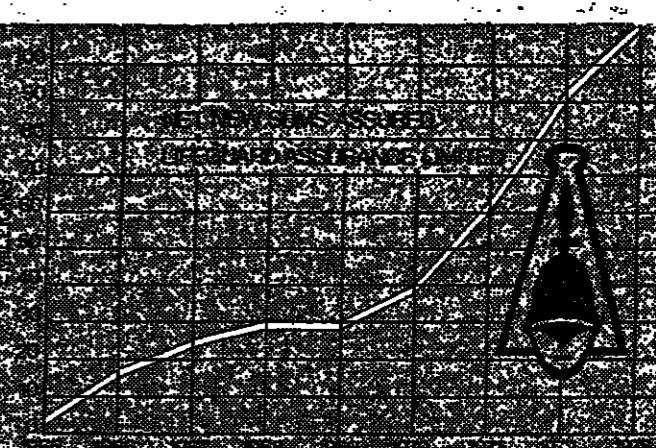
The gross profit is £985,329 and after providing for taxation of £503,702, inclusive of £123,315 Advance Corporation Tax in respect of the dividends paid and proposed for the year, the after-tax profit is £491,827. Adding the balance of £186,742 brought forward from the previous year, the amount available is £678,369. The total dividend of 7.3p per share is, with imputed tax credit, equivalent to a gross dividend of 10.42p per share compared with the gross 12p per share distributed for the preceding year.

Since 1968 No. 1 Dredge has been working successfully, pursuant to an agreement made in 1968 between the Company and Malayan interests, in part of the Teja Malay Reserve lying to the South of an electric transmission line which crosses the Reserve. During the year the Company entered into an agreement with a Sharikat (local company), representing the same Malayan interests, pursuant to which No. 1 Dredge will work in the area to the North of the transmission line.

The Company's six dredges have been working normally during the current year and their production for the first four months has been approximately the same as for the corresponding period of last year. Present expectations are that this pattern will continue for the remainder of the year and that total production for the year should at least be equal to that of the year to 30th June, 1973.

- New sums assured £109 millions
- Premium income £31 millions
- Total assets more than £239 millions
- Successful issue of growth and income bonds by wholly-owned subsidiary
- Safeguard Assurance Limited

Year of expansion for Lifeguard...



Copies of the Report and Accounts for the year ended 30th June, 1973 which includes Sir Anthony Griner's statement to shareholders can be obtained from:

Lifeguard Assurance Limited, Swan Court, Petersfield, Hampshire GU32 3AF

Walker & Homer

LIMITED (MANUFACTURING UPHOLSTERERS)

Sentient points from the statement by Mr. G. R. Walker (Chairman)

- ◆ Record pre-tax profits for the year ended 31st July, 1973, amounted to £470,097, an increase of 51.52% on last year's figure.
- ◆ Increased final dividend of 20.02%, making a total of 27.02% (24.93%—1972) which is the maximum permitted under current legislation.
- ◆ It is our aim to maintain the Walker & Homer profitability and to concentrate on the contribution that can and should be made by the Griffiths companies.
- ◆ Providing there are no economic upsets, the Directors feel that they will be able at least to maintain the dividend.



APOLLO

Edited by Denys Sutton

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The Property Market

Y. PETER RIDDELL

St. Alphege House to be sold by Wingate

HE MARKET rumours earlier in the autumn that Wingate Investments was thinking of selling St. Alphege House have turned out to be at least partly true with the announcement yesterday afternoon that the 20-storey tower block part of the complex will be sold by tender in January. The tower, which was built in 1962 and is in London Wall, consists of 110,000 square feet of office space plus car parking. Wingate will be retaining the rest of the complex which amounts to a further 90,000 square feet or of space round the bottom of the tower. The building is held under a 991-year lease at a fixed ground rent of £50,000 a year. Wingate itself is let to a number of tenants to produce £258,000 a year, providing a clearly large levering potential. There are reviews on three floors in December 1976 and on the rest of the tower the leases expire December 1983. The tender closes on January 10, is handled by Jodes Lang, Cotton and Michael Laurie and partners. The immediate question is why Wingate is selling since the basic attitude of most property com-

panies has been to hold on to any City long-leasehold. The actual affected investment answer is that the company wants the money to finance its development programme which was yesterday estimated at at least £50m. This includes the proposed office and residential scheme in Aldgate, in partnership with the British Rail Property Board and London Transport, which will cost about £35m—plus a development in conjunction with British Rail and Samuel Properties of the 10.5 acre Bishopsgate Goods Yard site. There is also the interest in the old Handley Page airport site of 350 acres at Redhill and various other schemes. Given the current level of interest rates this clearly presents something of a deficit financing situation so there is an obvious attraction in selling a low yielding reversionary property like the St. Alphege tower. It is much less easy to estimate the possible result of the tender but the price seems likely to be in excess of £55m—and possibly much more depending on how the investment market settles down in the next few weeks. The national economic position has made many funds rather cautious. In their attitudes and comments on the market there is a generally rather hesitant, at least in the short term, about entering into any new commitments. As the latest market report from Richard Ellis points out, the short term result is likely to be a "revision of yields upwards from their current levels both due to uncertainties provoked by such violent action and the exceptional yield differentials between fixed interest and property investment that would otherwise exist." This is put

How far this reassessment has been to hold on to any City long-leasehold. The actual affected investment answer is that the company wants the money to finance its development programme which was yesterday estimated at at least £50m. This includes the proposed office and residential scheme in Aldgate, in partnership with the British Rail Property Board and London Transport, which will cost about £35m—plus a development in conjunction with British Rail and Samuel Properties of the 10.5 acre Bishopsgate Goods Yard site. There is also the interest in the old Handley Page airport site of 350 acres at Redhill and various other schemes. Given the current level of interest rates this clearly presents something of a deficit financing situation so there is an obvious attraction in selling a low yielding reversionary property like the St. Alphege tower. It is much less easy to estimate the possible result of the tender but the price seems likely to be in excess of £55m—and possibly much more depending on how the investment market settles down in the next few weeks. The national economic position has made many funds rather cautious. In their attitudes and comments on the market there is a generally rather hesitant, at least in the short term, about entering into any new commitments. As the latest market report from Richard Ellis points out, the short term result is likely to be a "revision of yields upwards from their current levels both due to uncertainties provoked by such violent action and the exceptional yield differentials between fixed interest and property investment that would otherwise exist." This is put

in perspective by a letting of recently launched European part of the third floor of every unit trusts shows. The Berkeley Square House to J. problem has been obtaining problems. Just under party of suitable quality and 6,000 square feet has been let there has been very little around for about £10 a square foot to satisfy the pretty stringent standards of the British since there has been a limited investment market until now and the main French groups have been

The growth in the outer suburbs is, however, illustrated by the fact that Mogul Securities has just let its new 10,000 square feet office block in Harrow to Dixon's Photographic for about £4 a square foot. The scheme, carried out in conjunction with Westmoreland Properties, is in Pinner Road, near Harrow-on-the-Hill station. Letting agents were Pepper Angliss and Yarwood, Taylor Crawford and Co. and Henry Joel.

Prospects in France

THERE HAS been a lot of talk over the past year about increasing institutional interest in Continental property schemes—in particular in Paris, which I visited earlier this week—but the actual amount of investment has been relatively small, apart from providing guarantees on loans borrowed by British companies from local foreign banks. Indeed it has been estimated that the total investment of U.K. institutions of U.K. insurance companies and pension funds in France is about £50m, compared with an overall U.K. stake of more than £600m.

The main names on the list are Commercial Union Properties, ICI Pension Fund, Unilever Pension Fund, Natwest Bank Pension Fund, Barclays Bank Trust Company and the Norwich Union. The comparatively small returns in the Paris region are level of investment so far is not now 11 to 12 per cent, with because of any lack of interest—indeed the reverse, is the case points lower. A letting market as the strong support for the has only been created here in

the last 18 months to two years will be obtained in January and is now under construction and but it is evident that there is a pretty strong level of demand with Weatherall Green and which totals 185,000 square feet. The estate will total 431,000 metres of warehousing a week.

Philippe Appert of Mackenzie Hill has estimated that the current demand for industrial and warehousing space in the Paris region is between 800,000 and 1m. square metres a year change during the next year as British institutions begin to become accustomed to the French investment situation. A key factor here is the increasing involvement of the British in "co-proprietary" schemes—the traditional Continental system of flying freeholds—and one well-known U.K. fund has recently bought two floors of the Tour Maine Montparnasse on this basis. Similarly, the proposed new development controls in central Paris could lead to mixed schemes with a high residential content where the flats are sold and a split freehold situation is created in one building.

Another factor assisting institutional expansion is the current high level of interest rates which is expected to result in an increasing number of forward sales and partnership schemes in this extensive report on the French property just published. Jones Lang Wootton estimates that this external institutional pressure will increase and office investment yields will continue to fall. In any event investment returns have fallen from between 10 and 11 per cent in 1969-70 to between 7 and 9 per cent at present.

The French industrial market is also attracting an increasing amount of British interest and an estimated £30m plus has been invested here so far this year. The estimated development returns in the Paris region are 150,000 square metres in the last 18 months and expects to develop a further 450,000 square feet in the next year, about two-thirds in the Paris region.

There is also a much greater concentration now on the provinces both in the industrial and office fields because of the increasingly tight controls within Paris, which I will examine in more detail later. However, as Jones Lang points out, the risks are much greater outside the Paris region though they can be reduced by not undertaking large schemes and by allowing for longer than usual letting voids.

One area which already appears to be in danger of an unusually

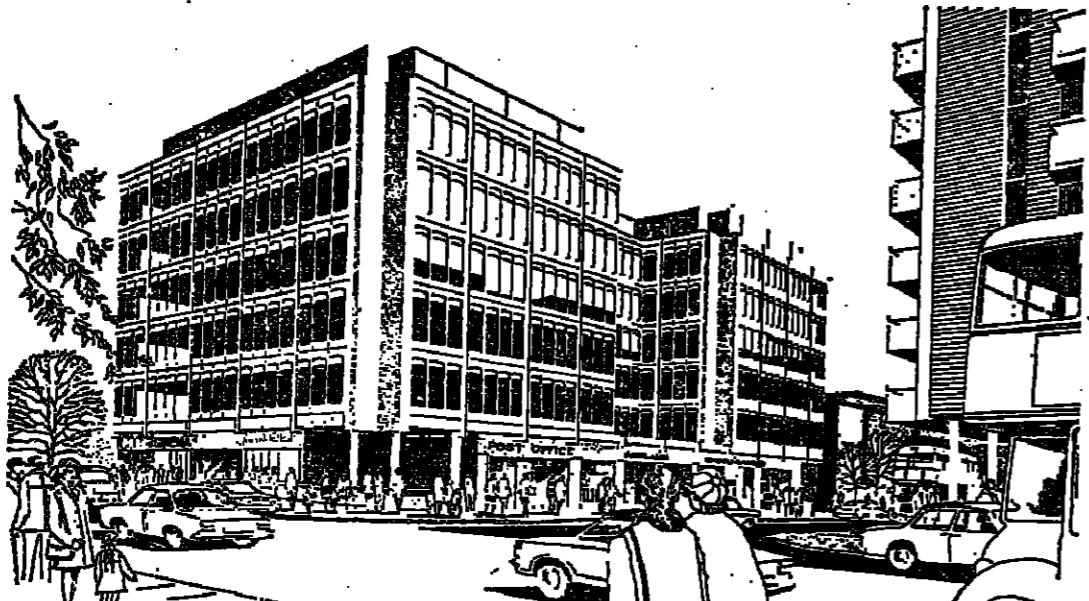
short letting period is the

area of the old Port of

Leeds, which is

now being developed by

the local authority and



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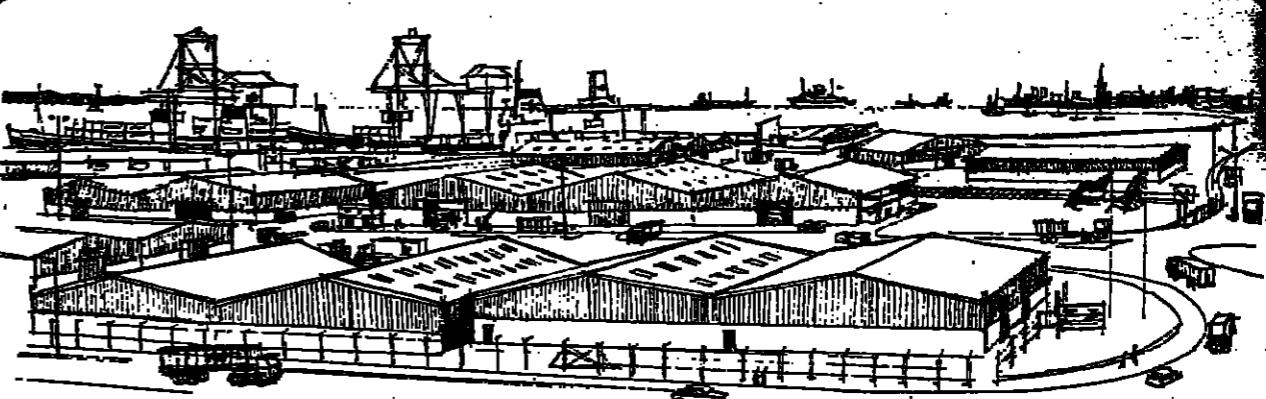
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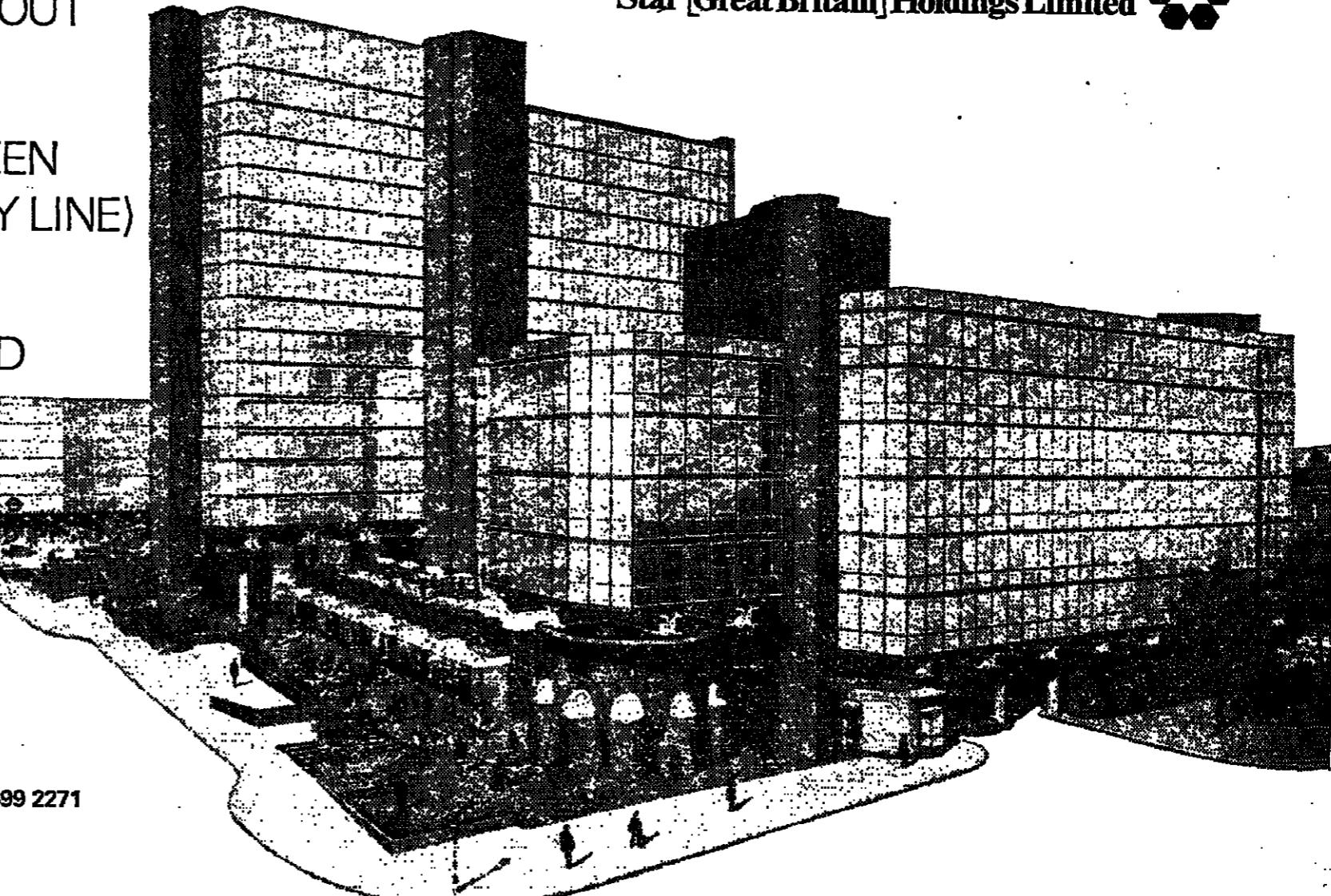
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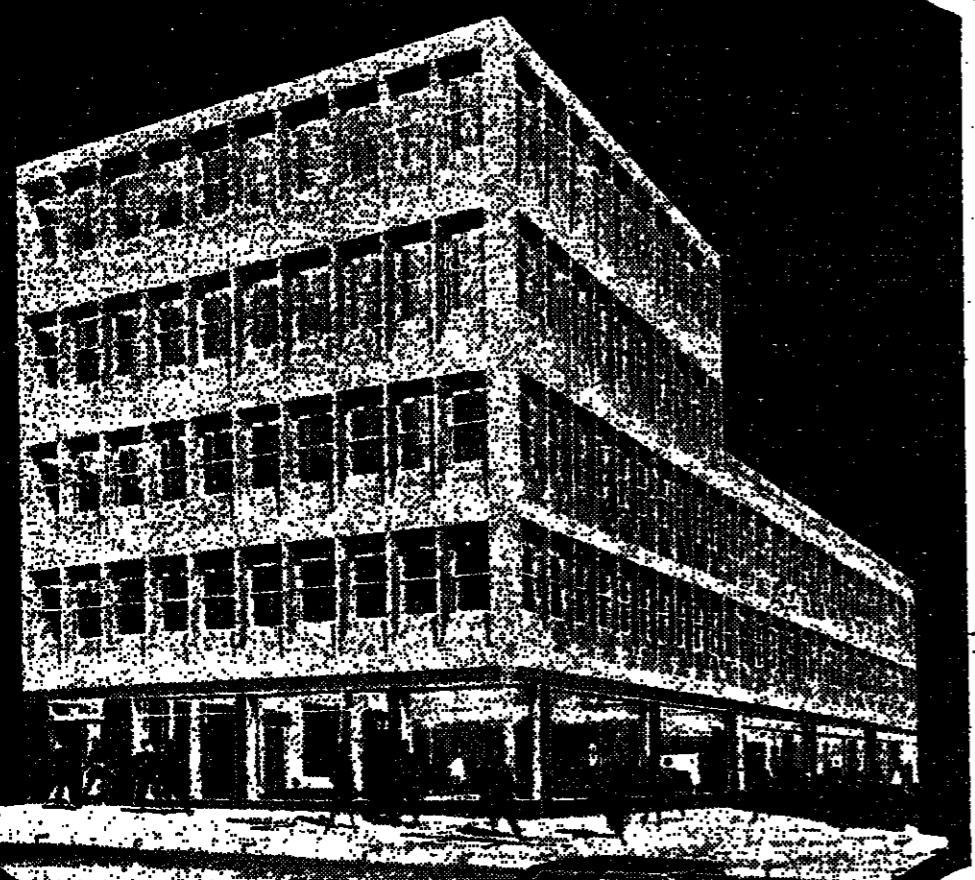


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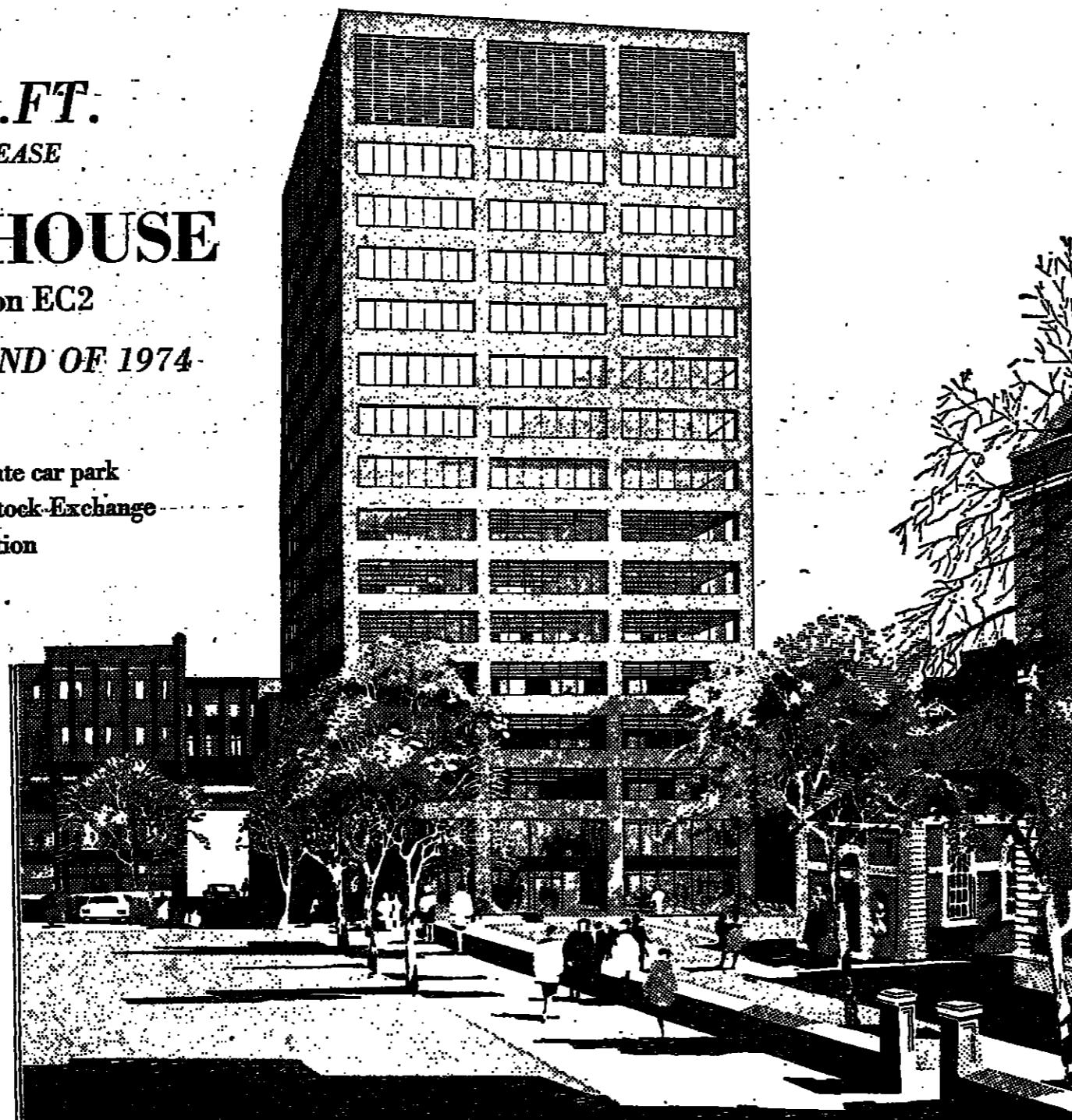
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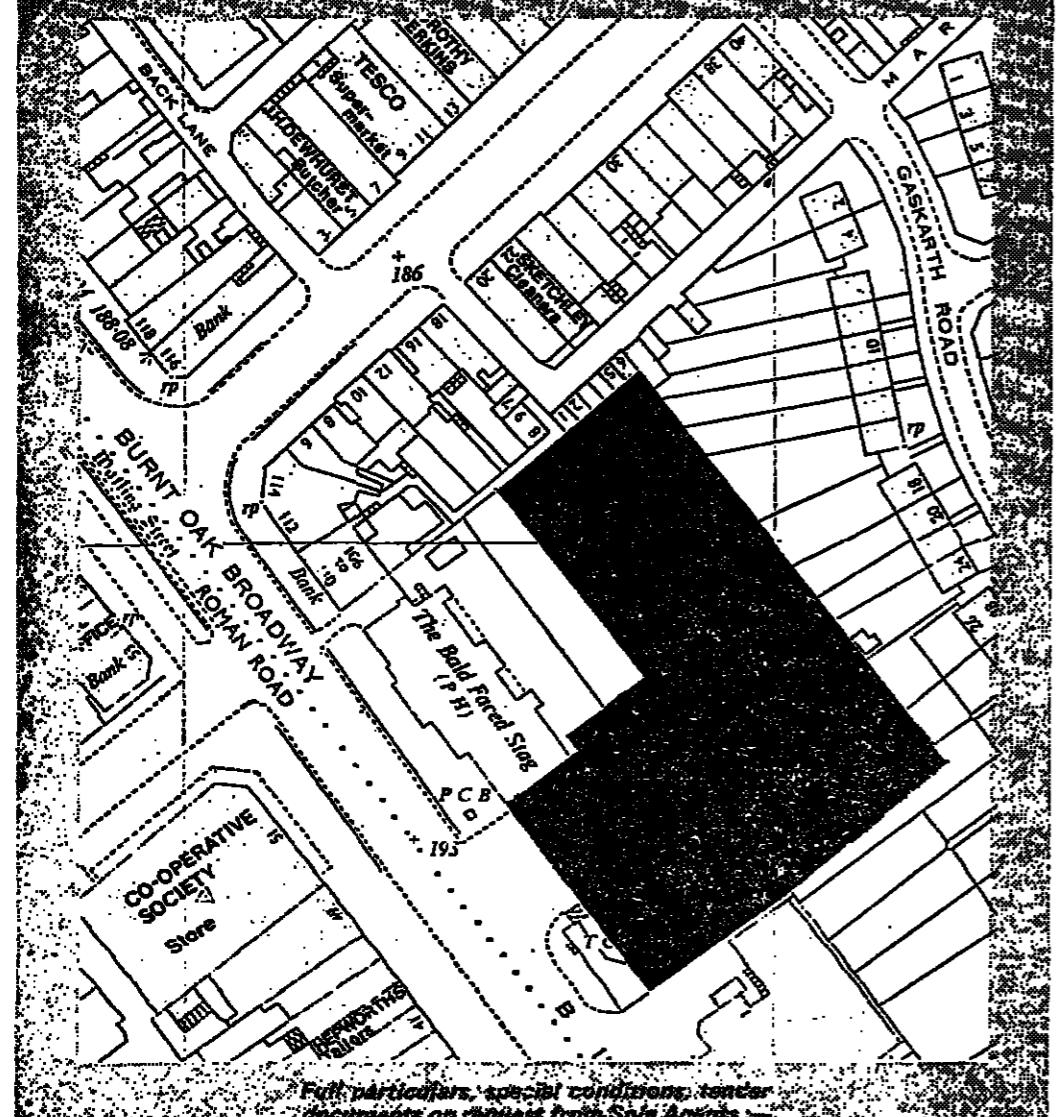
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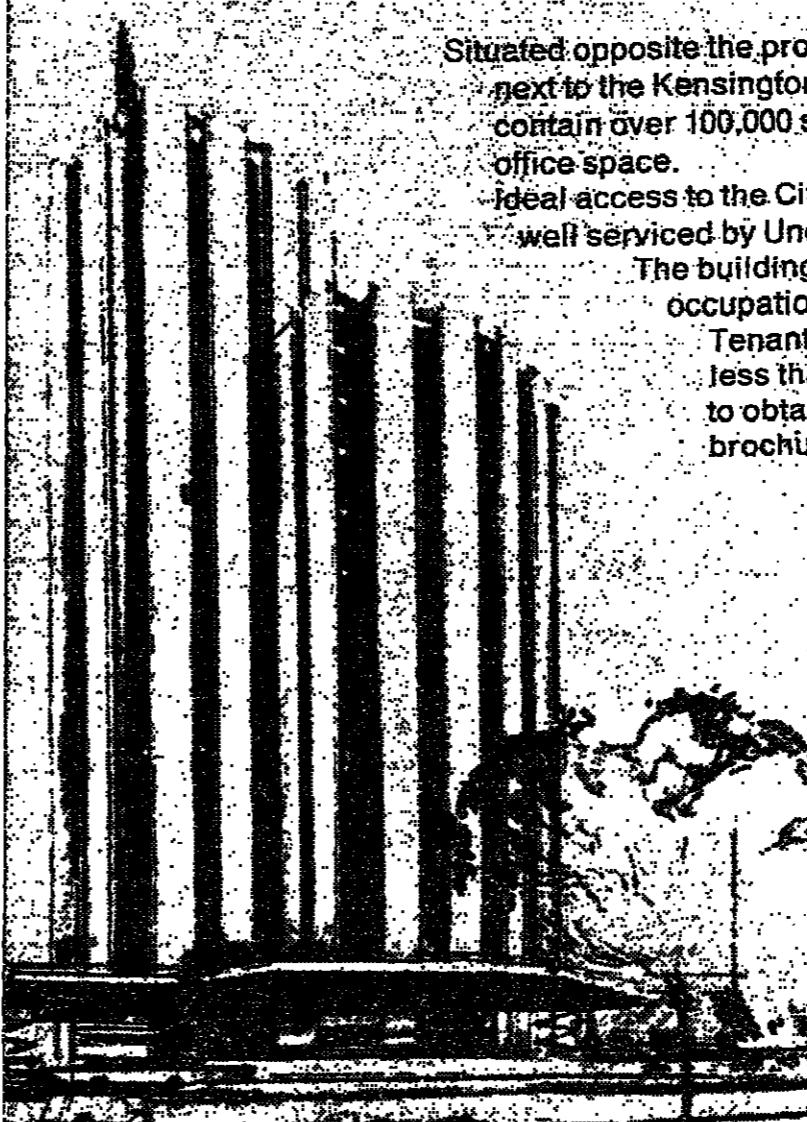
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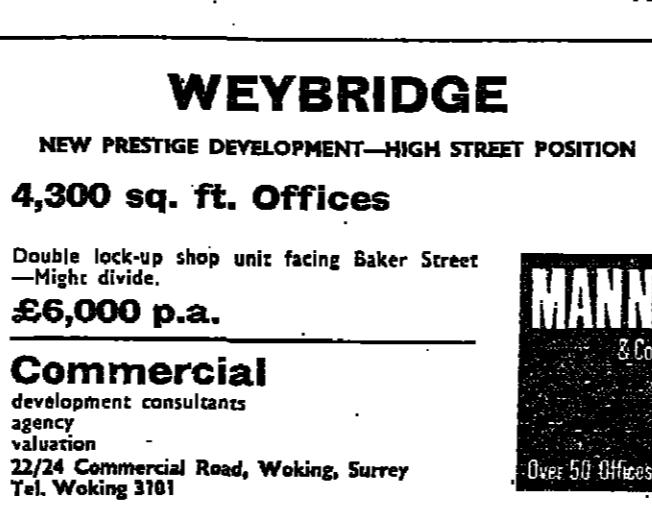
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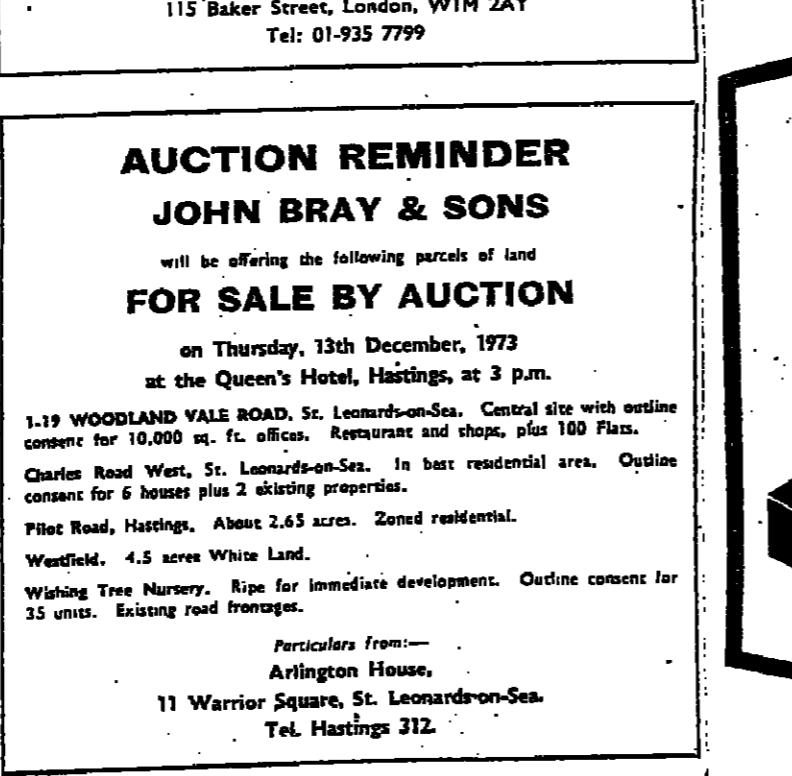
REMINDER
THE CLOSING DATE FOR TENDERS
in respect of
3 & 5 DERBY STREET
17A MARKET NEWS
16 & 18 STANHOPE ROW
40 & 42 SHEPHERD STREET
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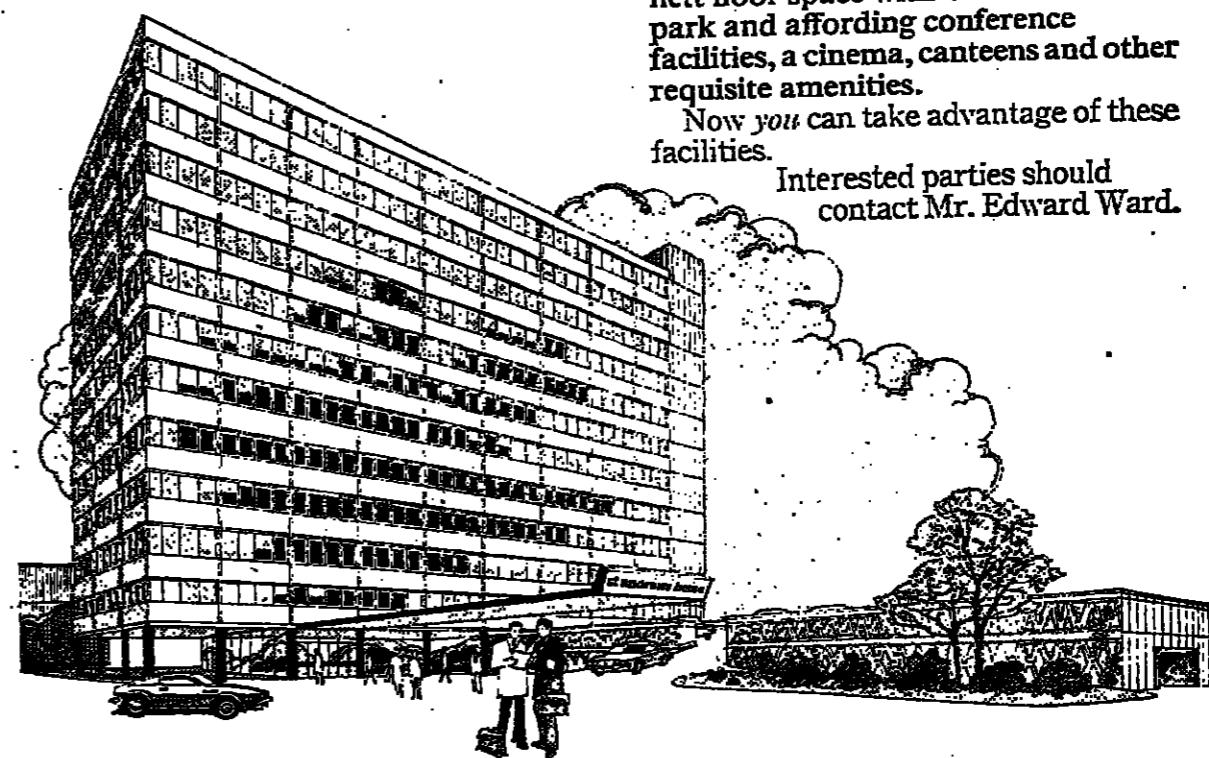
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35,000 Sq. ft.

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 SHOP & BASEMENT
 ACCOMMODATION
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 Company needs good
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 APPEAR TO-DAY ON
 PAGE 26

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CENTRAL LONDON OFFICES

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257 sq. ft. Refurbished

£1,550 p.a.

740 sq. ft. Refurbished

£5,200 p.a.

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Entire building. 3,400 sq. ft.

Showroom /Offices/Studio.

Refurbished

£15,000 p.a.

1,300 sq. ft.

Rent £1,000 p.a.

Price £5,000.

Lease 1st Dec. 75

BEDFORD ST., W.C.2

2,050 sq. ft.

£16,000 p.a.

Refurbished

Sole Surveyors

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Important NEW 5,000 sq. ft.

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Elegant Architect design.

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Tel: 278-6421/5.

Lower again on suspended peace talks

BY OUR WALL STREET CORRESPONDENT

A MID-AFTERNOON rally attempt was wiped out on Wall Street to \$116, Homestake Mining \$1 yesterday.

and the market closed moderately lower, following a report \$1 to \$69.

The American SE Market Value advanced \$1.4 to \$37.11. The Gold Share Index further

advanced \$1.4 to 94.22, while

declining issues outnumbered

advances by 454 to 374.

Syntex, the most active issue,

moved up \$1 to \$125.1, on volume

of 90,700 shares.

Coachmen Industries were down

\$1 to \$21, Buttes Gas and Oil lost

\$1 to \$31, and Great Lakes

Chemical eased \$1 to \$11.

Earl Schieb lost \$1 to \$9, on

lower quarterly earnings.

OTHER MARKETS

Canada mixed

Canadian Stock Markets were

mixed in moderately active trading

and the market closed moderately lower, following a report \$1 to \$69.

The Gold Share Index further

advanced \$1.4 to \$37.11. The Gold Share Index further

advanced \$1.4 to 94.22, while

declining issues outnumbered

advances by 454 to 374.

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\$1 to \$21, Buttes Gas and Oil lost

\$1 to \$31, and Great Lakes

Chemical eased \$1 to \$11.

Earl Schieb lost \$1 to \$9, on

lower quarterly earnings.

PARIS — Stocks continued to

recover, and nearly all sectors

participated in the rise.

Banks, Portfolios, Buildings,

Mechanicals, Stores, Electricals,

Metals, and Oils all gained ground,

with Alsthom particularly firm.

Motors and Chemicals were also

slightly higher, but Foods were

mixed.

Foreign issues were firm, with

some gains scored by Germans,

Dutch and Goids. Americans,

Canadians, Oils and Coppers also

firm.

BRUSSELS — Market moved

higher over a broad front.

Cometa gained ground on

reports of a Zaire oil strike.

Properties were little changed,

while Buildings and Textiles were

mixed.

Foreign stocks also gained

ground.

GERMANY — Markets continued

to firm, reflecting growing confidence that further oil supply cutbacks need not be expected.

Anticipation of the Bundesbank's moves to ease liquidity and the

conditions in the gold and

foreign exchange markets were \$108 was touched between the

active yesterday, as gold fixings.

The previous day's sharp rise

in the gold price (by \$6.50 to

\$100-\$102) was to attract

speculative buying, and to some

extent, with production supplies

against major currencies, and

sterling recovered a modest part

of the previous day's losses, to

end \$2.385-\$2.345 in terms of the U.S. dollar, against \$2.335-\$2.336 overnight (for a gain of 0.17 per

cent), while its trade weighted

average depreciation since 1971,

narrowed to 18.30 per cent.

Gold opened \$98-\$100 in

London, and fluctuated between

this level and \$98-\$100 in early

business, but came into strong

speculative demand, and the morning fixing was at \$101.50 (\$4.450),

and the afternoon at \$101.75 (\$2.325) or so.

Sterling improves

Conditions in the gold and

foreign exchange markets were \$108 was touched between the

active yesterday, as gold fixings.

The previous day's sharp rise

in the gold price (by \$6.50 to

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and the afternoon at \$101.75 (\$2.325) or so.

FOREIGN EXCHANGES

Market Rates

Nov. 29

1973

Rate

Day's

Spred

Com.

New York

11/20/73

11/21/73

11/22/73

11/23/73

11/24/73

11/25/73

11/26/73

11/27/73

11/28/73

11/29/73

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1/23/74

1/24/74</

MONEY MARKET

Moderate assistance

Bank of England Minimum Lending Rate 13% (since November 13, 1973)

Short-term fixed-period interest rates again showed modest adjustments in the London money market yesterday, with the three-month sterling certificate yield, for instance, rising 4 per cent to 11.51 per cent, to recover the previous day's loss. Day-to-day adjustment was greater than had been widely expected, and the authorities gave a moderate amount of assistance, by buying £100 million worth of local authority and treasury bills from the Discount

houses. To begin with, only a slight shortfall of credit had been looked for, generally, but revenue collections by the Exchequer were greater than at first anticipated, and the moderate official help was broadly on the scale that might have been suggested by factors in the end identified.

Revenue transfers to the Exchequer were greater than Government disbursements, while the authorities held maturing bank bills and deposits with local authorities. A rate of 11.13 per cent was commonly bid by Discount houses for secured call loans to start with, but 9.10 per cent was touched, although in late dealings levels of 11 per cent to 11.1 per cent, and even 12 per cent were reached.

Sterling certificates of deposit outstanding increased sharply in October, by £417.5m, to a record £1.22m. But once again, there was a build-up of paper nearing maturity, with the amount due to be paid-off in less than a month rising £23.7m, to £446.3m, and that due in less than three-months by £301.4m, to £2,967.7m. Secondary market holdings gained £29.2m, to £1,029.8m.

Rates in the table below are nominal in some cases.

| Nov. 29 1973 | Sterling certificates of deposit | Inter-Bank | Local authorities deposits | Finance house deposits | Company deposits | Discount market deposits | Treasury bills | Banks mills | Finance house mills |
|-----------------|--|------------|----------------------------------|------------------------------|---------------------|--------------------------------|-------------------|----------------|---------------------------|
| Overnight | — | 10%—17 | 11%—16 | — | — | 10% | 10%—11% | — | — |
| 1 week | — | 10%—14 | 11%—14 | — | — | 10% | 10%—11% | — | — |
| 2 weeks | — | 10%—15 | 11%—15 | — | — | 10% | 10%—11% | — | — |
| 3 weeks | — | 10%—15 | 11%—15 | — | — | 10% | 10%—11% | — | — |
| 4 weeks | — | 10%—15 | 11%—15 | — | — | 10% | 10%—11% | — | — |
| 5 weeks | — | 10%—15 | 11%—15 | — | — | 10% | 10%—11% | — | — |
| 6 weeks | — | 10%—15 | 11%—15 | — | — | 10% | 10%—11% | — | — |
| 7 weeks | — | 10%—15 | 11%—15 | — | — | 10% | 10%—11% | — | — |
| 8 weeks | — | 10%—15 | 11%—15 | — | — | 10% | 10%—11% | — | — |
| 9 weeks | — | 10%—15 | 11%—15 | — | — | 10% | 10%—11% | — | — |
| 10 weeks | — | 10%—15 | 11%—15 | — | — | 10% | 10%—11% | — | — |
| 11 weeks | — | 10%—15 | 11%—15 | — | — | 10% | 10%—11% | — | — |
| 12 weeks | — | 10%—15 | 11%—15 | — | — | 10% | 10%—11% | — | — |
| 13 weeks | — | 10%—15 | 11%—15 | — | — | 10% | 10%—11% | — | — |
| 14 weeks | — | 10%—15 | 11%—15 | — | — | 10% | 10%—11% | — | — |
| 15 weeks | — | 10%—15 | 11%—15 | — | — | 10% | 10%—11% | — | — |
| 16 weeks | — | 10%—15 | 11%—15 | — | — | 10% | 10%—11% | — | — |
| 17 weeks | — | 10%—15 | 11%—15 | — | — | 10% | 10%—11% | — | — |
| 18 weeks | — | 10%—15 | 11%—15 | — | — | 10% | 10%—11% | — | — |
| 19 weeks | — | 10%—15 | 11%—15 | — | — | 10% | 10%—11% | — | — |
| 20 weeks | — | 10%—15 | 11%—15 | — | — | 10% | 10%—11% | — | — |
| 21 weeks | — | 10%—15 | 11%—15 | — | — | 10% | 10%—11% | — | — |
| 22 weeks | — | 10%—15 | 11%—15 | — | — | 10% | 10%—11% | — | — |
| 23 weeks | — | 10%—15 | 11%—15 | — | — | 10% | 10%—11% | — | — |
| 24 weeks | — | 10%—15 | 11%—15 | — | — | 10% | 10%—11% | — | — |
| 25 weeks | — | 10%—15 | 11%—15 | — | — | 10% | 10%—11% | — | — |
| 26 weeks | — | 10%—15 | 11%—15 | — | — | 10% | 10%—11% | — | — |
| 27 weeks | — | 10%—15 | 11%—15 | — | — | 10% | 10%—11% | — | — |
| 28 weeks | — | 10%—15 | 11%—15 | — | — | 10% | 10%—11% | — | — |
| 29 weeks | — | 10%—15 | 11%—15 | — | — | 10% | 10%—11% | — | — |
| 30 weeks | — | 10%—15 | 11%—15 | — | — | 10% | 10%—11% | — | — |
| 31 weeks | — | 10%—15 | 11%—15 | — | — | 10% | 10%—11% | — | — |
| 32 weeks | — | 10%—15 | 11%—15 | — | — | 10% | 10%—11% | — | — |
| 33 weeks | — | 10%—15 | 11%—15 | — | — | 10% | 10%—11% | — | — |
| 34 weeks | — | 10%—15 | 11%—15 | — | — | 10% | 10%—11% | — | — |
| 35 weeks | — | 10%—15 | 11%—15 | — | — | 10% | 10%—11% | — | — |
| 36 weeks | — | 10%—15 | 11%—15 | — | — | 10% | 10%—11% | — | — |
| 37 weeks | — | 10%—15 | 11%—15 | — | — | 10% | 10%—11% | — | — |
| 38 weeks | — | 10%—15 | 11%—15 | — | — | 10% | 10%—11% | — | — |
| 39 weeks | — | 10%—15 | 11%—15 | — | — | 10% | 10%—11% | — | — |
| 40 weeks | — | 10%—15 | 11%—15 | — | — | 10% | 10%—11% | — | — |
| 41 weeks | — | 10%—15 | 11%—15 | — | — | 10% | 10%—11% | — | — |
| 42 weeks | — | 10%—15 | 11%—15 | — | — | 10% | 10%—11% | — | — |
| 43 weeks | — | 10%—15 | 11%—15 | — | — | 10% | 10%—11% | — | — |
| 44 weeks | — | 10%—15 | 11%—15 | — | — | 10% | 10%—11% | — | — |
| 45 weeks | — | 10%—15 | 11%—15 | — | — | 10% | 10%—11% | — | — |
| 46 weeks | — | 10%—15 | 11%—15 | — | — | 10% | 10%—11% | — | — |
| 47 weeks | — | 10%—15 | 11%—15 | — | — | 10% | 10%—11% | — | — |
| 48 weeks | — | 10%—15 | 11%—15 | — | — | 10% | 10%—11% | — | — |
| 49 weeks | — | 10%—15 | 11%—15 | — | — | 10% | 10%—11% | — | — |
| 50 weeks | — | 10%—15 | 11%—15 | — | — | 10% | 10%—11% | — | — |
| 51 weeks | — | 10%—15 | 11%—15 | — | — | 10% | 10%—11% | — | — |
| 52 weeks | — | 10%—15 | 11%—15 | — | — | 10% | 10%—11% | — | — |
| 53 weeks | — | 10%—15 | 11%—15 | — | — | 10% | 10%—11% | — | — |
| 54 weeks | — | 10%—15 | 11%—15 | — | — | 10% | 10%—11% | — | — |
| 55 weeks | — | 10%—15 | 11%—15 | — | — | 10% | 10%—11% | — | — |
| 56 weeks | — | 10%—15 | 11%—15 | — | — | 10% | 10%—11% | — | — |
| 57 weeks | — | 10%—15 | 11%—15 | — | — | 10% | 10%—11% | — | — |
| 58 weeks | — | 10%—15 | 11%—15 | — | — | 10% | 10%—11% | — | — |
| 59 weeks | — | 10%—15 | 11%—15 | — | — | 10% | 10%—11% | — | — |
| 60 weeks | — | 10%—15 | 11%—15 | — | — | 10% | 10%—11% | — | — |
| 61 weeks | — | 10%—15 | 11%—15 | — | — | 10% | 10%—11% | — | — |
| 62 weeks | — | 10%—15 | 11%—15 | — | — | 10% | 10%—11% | — | — |
| 63 weeks | — | 10%—15 | 11%—15 | — | — | 10% | 10%—11% | — | — |
| 64 weeks | — | 10%—15 | 11%—15 | — | — | 10% | 10%—11% | — | — |
| 65 weeks | — | 10%—15 | 11%—15 | — | — | 10% | 10%—11% | — | — |
| 66 weeks | — | 10%—15 | 11%—15 | — | — | 10% | 10%—11% | — | — |
| 67 weeks | — | 10%—15 | 11%—15 | — | — | 10% | 10%—11% | — | — |
| 68 weeks | — | 10%—15 | 11%—15 | — | — | 10% | 10%—11% | — | — |
| 69 weeks | — | 10%—15 | 11%—15 | — | — | 10% | 10%—11% | — | — |
| 70 weeks | — | 10%—15 | 11%—15 | — | — | 10% | 10%—11% | — | — |
| 71 weeks | — | 10%—15 | 11%—15 | — | — | 10% | 10%—11% | — | — |
| 72 weeks | — | 10%—15 | 11%—15 | — | — | 10% | 10%—11% | — | — |
| 73 weeks | — | 10%—15 | 11%—15 | — | — | 10% | 10%—11% | — | — |
| 74 weeks | — | 10%—15 | 11%—15 | — | — | 10% | 10%—11% | — | — |
| 75 weeks | — | 10%—15 | 11%—15 | — | — | 10% | 10%—11% | — | — |
| 76 weeks | — | 10%—15 | 11%—15 | — | — | 10% | 10%—11% | — | — |
| 77 weeks | — | 10%—15 | 11%—15 | — | — | 10% | 10%—11% | — | — |
| 78 weeks | — | 10%—15 | 11%—15 | — | — | 10% | 10%—11% | — | — |
| 79 weeks | — | 10%—15 | 11%—15 | — | — | 10% | 10%—11% | — | — |
| 80 weeks | — | 10%—15 | 11%—15 | — | — | | | | |

The Financial Times Friday November 30 1973

Best value
in ventilation.
Vent-Axia
The fug
fighter

Lombard

The great
"outward
look" that
got lost

BY C. GORDON TETHER

HOW do you make Europe more outward looking? The almost total lack of interest the British Press has displayed in the World Development Movement's "Europe for the Third World Week" now drawing to its close—and the purpose of which is to point up "the unacceptable face of indifference the European Community turns towards the economic problems of the poor world"—seems to sum up the whole thing.

For it typifies the lack of enthusiasm that has prevailed throughout EEC during the past year for implementing the promises to "turn Europe inside out" we were hearing so much about during the enlargement celebrations—a disinterest, moreover, which the oil crisis already seems likely to intensify.

The negotiations to deal with the trade problems generated for less-developed countries by the enlargement of the Community appear to have been proceeding, in broad terms, in relatively satisfactory fashion—sugar apart. But it still looks very much as though, when discrimination in favour of old and new "associates" in Africa, the Mediterranean region and Eastern Europe has been accommodated, other less-developed countries may find themselves materially worse off than before so far as access to Community markets is concerned.

What is more, it now seems all too clear that, even if the remaining business is concluded as satisfactorily—from the viewpoint of the less-developed countries as a whole—as can be expected, they are unlikely to gain appreciably more from increased access to the original Six than they will lose from reduced access to Britain and the other new members.

No evidence

The first year of enlargement has, in short, produced no evidence that Europe is destined to become more outward-looking under the trade heading in any meaningful sense of that term. And the same applies so far as the flow of development aid is concerned.

There has been a running argument going on as to whether the Community ought to subscribe to the United Nations' minimum official aid target of 0.7 per cent. of the gross national product—with Britain, to her shame, holding out against the idea as though it was something too terrible to contemplate.

There is no sign of the debate ever being concluded. And in the meantime, none of the Nine has been manifesting any inclination to step up development aid flows significantly, notwithstanding the fact that the steep fall in the value of money has been biting deeply into the real value of their allocations.

Now it looks as though one of the first casualties of the battering-down of hatches in Europe to cope with the backlash of the oil crisis or its affluent way of life will be the interests of the Third World.

More trying

Germany has already announced that quotas for imports of textiles from the less-developed regions are being cut back to ensure that more employment suffers. Little is possible from the slow-down in economic activity which the fuel shortage is expected to precipitate. And early this week Whitehall officials were saying that, while there was no intention of cutting aid to the world's poor as a deliberate act of policy, "it might arise as an economic necessity."

It is the case that, as major producers of primary products, some of the Third World countries have derived considerable benefit from this year's spectacular advance in world commodity prices. And, to that extent, they are better placed for the moment at all events—to finance their efforts to raise their living standards from their own resources.

But in many others the improvement in their circumstances on this account is being materially outweighed by the big jump in the prices of fuel and the commodities they need to buy. So any tendency for the affluent countries to start indulging the Third World less in a general way under the trade and aid headings must make life even more trying for many of them than it already is.

The World Development Movement's "Europe for the Third World Week" was initiated "to inform and activate support for the crusade to end the dehumanising poverty in which a large part of the world's population exists." All the signs, unfortunately, are that very few people on this side of the Channel or the other are listening.

THE LEX COLUMN

One crisis too many for J. Lyons

J. Lyons is going ex-growth, supply situation in London target for better second half profits, now quantified as a crisis to do it. Earnings in the budgeting. Lyons reckons that £3.4m. against £2.6m. pre-first half of 1973-74 are up by the absence of any one of its tax in the first six months.

21p to 12.3p a share (with the three crises—labour shortage, comparable half adjusted to interest rates, margins—was an imputation basis) but for have allowed it to produce a full year "it would be less cautionary forecast. As it is imprudent to forecast any is, yesterday's 22p fall to 22.2p...

still leaves it selling on some...

There are a number of things like a 15 per cent. premium to the market, with it was a heavily debt-financed outside projections of a 1.3p overseas expansion programme rise in earnings to 24p a share which gave some of us the taking in property sector. Income and a 33 per cent. tax interest charges are up from rate—more acceptable, perhaps, £1.9m. to £4m. in these figures, in an ongoing growth situation and they will be a good deal higher in the second half. But Lyons still expects the impact of the overseas newcomers to

See also page 25

BP

Sheikh Yamani has spoken again, but concessions for year. So the U.K. could be "friendly" countries only solve the part of the problem for the oil majors. Meanwhile the volatility second six months.

Irony number two is that of BP's earnings is amply demonstrated by its massive sideways of the wage/price controls. Wage restraint has led to labour £32.7m. against £37.4m. in the preceding three months and rather more than 8 at 500p. This, along with price just £14.3m. in July-September first quarter of 1974 will see the major impact of crude prices, given Lyons no last year. Elsewhere Ultramar's

restrictions, has given Lyons a 33 per cent. tax income and a 33 per cent. tax

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